

SPOTLIGHT

JULY 2018



MICHAEL
VAN DELFT

INDIVIDUAL PRODUCER OF THE YEAR 2017



CHAMPIONS EVERY DAY



Steve Greer
Chief Executive Officer
AIL/NILICO Agency Divisions

BACK IN '82, I USED TO BE ABLE TO TOSS A PIGSKIN A QUARTER OF A MILE ... MAN I WISH I COULD GO BACK IN TIME ... YEAH, COACH WOULD PUT ME IN FOURTH QUARTER, WE WOULD'VE BEEN STATE CHAMPIONS. NO DOUBT. NO DOUBT IN MY MIND. — UNCLE RICO (NAPOLEON DYNAMITE, 2004)

THE 2018 AIL/NILICO CONVENTION at the Gaylord Palms in Orlando is behind us and what an amazing time it was. As usual, our Home Office staff did a phenomenal job of making our attendees feel as special as they are and wowing our first-timers. Once you have a taste of “first class,” you want to keep coming back!

As wonderful as all the events were, Awards Night is what Convention is really all about. Having your achievements recognized by a large audience of your peers is an experience that is hard to describe. Awards Night is also an inspiration to those in the live audience and those watching the festivities remotely. Our top producers never fail to deliver stories of gratitude, commitment and determination. One thing that really caught my attention this year was their take on what's next for them.

The movie *Napoleon Dynamite* is hardly a place I'd normally look to help make a point, but remember Uncle Rico? His life consisted of reliving his high school football glory days. He spent his days filming himself throwing a football in the hopes of attracting an NFL scout. He couldn't see that he was old, out of shape or that any skills he once had didn't translate to today. He was so focused on the past that he couldn't see the present much less the future.

In contrast, look at Mike van Delft, our #1 Individual Producer for 2017, or any of our other top producers, for that matter. Rather than reflecting on their achievements from last year that got them to the stage this year, they all are looking to the future, setting their goals higher and better to achieve more. They realize the truth: that we're only as good as what we're doing NOW. They make the commitment to strive to be champions every single day. No-

body wins every day, but by putting forth their maximum effort every day, they put their focus on using today to build tomorrow. See Mike's story on pages 20-21.

Singer Edie Brickell said, “I hope I'm better today than I was yesterday. I don't believe in glory days or anything like that, so I think the best is tomorrow ... or later this afternoon!” Remember, living in the glory days of our past doesn't get things done in the present or the future. Go for the glory every day.

Congratulations to Mike and all our top producers for 2017. If you were not among our award winners or Convention qualifiers this year, start looking for your glory today and we'll see you in Las Vegas in 2019! 🎉



SPOTLIGHT

www.arc.aillife.com/arc/spotlight
A monthly publication spotlighting top producers of American Income Life and National Income Life

MANAGING EDITOR
Sam Yarbrough / syarbrough@aillife.com

WRITER & COPY EDITOR
Leah Fry / lfry@aillife.com

GRAPHIC DESIGNERS
Mikailah Clark / mlclark@aillife.com
Maggie Hill / mmhill@aillife.com
Cal Slayton / cslayton@torchmarkcorp.com

CONTRIBUTORS
Robyn Allen, Becky Brown
Krystal Castro, Wendy Copeland
Karen Curtis, Lana Giebe
Angel Henderson, Tracy Hightower
Mary Lampert, Christy Maddux
Johnny Matthies, Chris Melton
Muñeca Moody-Yanez, Pat Nevarez
Christina Speasmaker, Tonia Stonum
Andrew Wesolick, Rhonda York

Spotlight is published monthly by American Income Life Insurance Company for the dissemination of information to its Producers. Prior permission must be obtained from American Income for reproduction or other use of material herein.

HOME OFFICE
254-761-6400

WEBSITES
www.aillife.com
www.nilife.com
www.AILLaptopOnDemand.com
www.NILICOLaptopOnDemand.com
www.aillacademy.com

SOCIAL MEDIA
www.twitter.com/AIL_NILICO
www.facebook.com/AIL.NILICO
www.youtube.com/AILifeTV

RECRUITING SUPPORT
www.aillife.com/recruiting



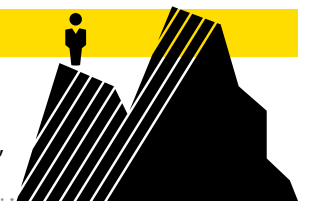
NEWS

JULY 2018

VOL. 51 NO. 7

SGA Career Track

New Markets Opening & Expanding!
There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2018, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **73.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday 8/24** before 3:30 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be received at Home Office by **Wednesday 8/29**. eApp business excluded from the 7 day hold should be uploaded by **Friday 8/31** before 3:30 p.m. CST to count for **August** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$4,304,405

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Page 34-41**.

Spotlight Digital is now on the web!
A digital publication spotlighting top producers of AIL & NILICO

spotlight.ailagents.com
Username: **AIL** Password: **ALP2018**

See your SGA or manager if you need assistance.

*** Look for the asterisk!** The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2019 Awards Presentation are: the top SGA from each category based on Performance Factor with 100% minimum, the top MGA / RGA from each category based on growth and Performance Factor with 100% minimum, the top five GAs, the top five SAs, and the top ten Individual Producers, the top PR Representative from each category, and the top PR Manager from each category. View the 2019 Convention Qualifications online at www.aillife.com or www.nilife.com. **Check your production!** If there is an asterisk by your position, you could be on your way to stay at the wonderful Caesars Palace in Las Vegas! The convention will be held May 8-11, 2019.



LOOK FOR ME!

ANNIVERSARIES

41 YEARS OF SERVICE
David Cohen, SGA

33 YEARS OF SERVICE
Lou Nell Busby, PR

24 YEARS OF SERVICE
Timothy Cruise, MGA

21 YEARS OF SERVICE
Slav Bitman, SGA

19 YEARS OF SERVICE
Barbara Leader, AGT

17 YEARS OF SERVICE
Denise Gilbert, PR
LaTonya Tucker, AGT

15 YEARS OF SERVICE
David Ackerman, SGA
Diane Carrion, AGT
Max Quasem, AGT
Rodney Ward, MGA

14 YEARS OF SERVICE
Thomas VanOsdol, AGT

13 YEARS OF SERVICE
Michael Mandella, MGA
Travis Moody, SGA
Jesse Wise, AGT

12 YEARS OF SERVICE
Allan Shapiro, AGT
Paul Smoley, AGT

Natalie Soboleva, AGT

11 YEARS OF SERVICE
IP Harris, MGA
Anthony Theriault, MGA

10 YEARS OF SERVICE
Jason Bratin, MGA
Tony Geer, MGA
Beto Quintero, SGA

9 YEARS OF SERVICE
Jonathan Emura, RGA
DeAnthony Hartman, SA
Peter Hudousek, AGT
Candice Rezzo, AGT
Crystal Senour, PR
Michael C Williams, MGA

8 YEARS OF SERVICE
Carly Ferraro, AGT
Kyle Johnson, SGA
Nicholas Moore, SGA

7 YEARS OF SERVICE
Charles Ferrari, RGA
Liam Flaherty, GA
Sean Grant, AGT
Shauna Hannemann, MGA
David Hefflin, AGT
Amie McCracken, AGT
Zach Otto, MGA

Jesusdieu Portilus, AGT
Richard Whyte, GA
Timothy Wilson, GA

6 YEARS OF SERVICE
Graham Carter, SA
Devon Chapman, MGA
Travis Daniels, PR
Corey Hallam, MGA
Sean Hansen, MGA
Cherie Henik, AGT
Slavita Hut, MGA
Jonni Ng, RGA
Samer Saati, RGA

5 YEARS OF SERVICE
Amy Baird, MGA
Diane Ishee, AGT
Bryan Juskiw, GA
Brandon MacDonald, SGA
Shelbi Matthews, AGT
Oleg Novitchiui, GA
Chelsie Otto, MGA
Ernest Powell, MGA
Joshua Rausser, AGT
Nasser Rezaei, AGT
Darrin Roberts, GA
Jamie Schulz, AGT
Evron Simon, AGT

Michael Stuver, MGA
Kamaille Vienna, SA
Tyler Worstell, RGA

4 YEARS OF SERVICE
Ralph Beard, PR
Ranjana Chopra, AGT
Dianne Dedick, AGT
Laura Dennee, GA
Justin Diaz, SA
Jose Garcia, AGT
Kashala Guiden, SA
Kimberly Hamilton, RGA
Sierra Healy, GA
Jonathan Kinnard, MGA
Bryant Logan, MGA
Juan Nunez, AGT
Alexis Pineiro, GA
Levi Porto, RGA
Tonia Reaves, AGT
Andrew Siebert, GA
Wanda Williams, GA

3 YEARS OF SERVICE
Brian Cabral, GA
Matthew Castelli, GA
Steven Counts, SA
Vaikona Finau, AGT
Desarae Freeman, GA

Ivoni Fuimaono, AGT
Sanyo Galloway, GA
Patrycja Grudzinska, MGA
Marques Holmes, AGT
Simone Hunter, GA
Brandon C Johnson, GA
Nathalie Kanzki, AGT
Karen Lamey, MGA
Darren Lawhon, AGT
Brian MacDonald, AGT
Andre McCallum, SGA
Brian Melvin, AGT
Lilly Mendiola, AGT
Rochelle Mendoza, MGA
Taylor Nathaniel, AGT
Anthony Norris, SA
Shiv Patel, SA
Avery Prince, AGT
Shelbi Sofranko, GA
Michael Steimle, SA
Brynna Tebbe, SA
Samiuela Vaea, AGT
Marcus Richardson, SA
Kimberly R West, AGT
Dylan White, GA

2 YEARS OF SERVICE
Cameron Ashcroft, AGT

Immacula Didier, AGT
Derya Ekren, GA
Anthony Ferraro, GA
John P Fitzgerald, SA
Doron Freud, GA
Isaac Garcia, MGA
Joseph Grider, SA
Sharon Guru, AGT
Carey Hartman, SA
Velvet Johnson, GA
Selina Maldonado, SA
Kimberly Maya, GA
Natalie McCarthy, AGT
Ronnelle McMeans, SA
Jennifer Montgomery, AGT
Jason Moser, AGT
Zachery Nelson, GA
Joanna Paramore, SA
Leonardo Perez, SA
Steven Phillips, GA
Daniel Prinzo, SA
Kimberly Quinn, GA
Marcus Casison, SA
Jasmin Rodriguez, AGT
Joseph Rotolo, MGA
Matthew Russell, SA
Clayton Slaughter, MGA

Mohamad Wael Taher, MGA
Brandon Taylor, AGT
Robert Trypus, SA
Alicia Wear, AGT
Taralee Yazzie, SA

1 YEAR OF SERVICE
Elmer Adisas, AGT
Salaneta Ahlbrandt, SA
Avery Allmond, SA
Justin Barboza, AGT
Gary Bias, AGT
Annmarie Borner, AGT
Tomarus Burks, SA
William Cantrell, GA
Roger Casison, AGT
Ingrid Cepeda, AGT
Priscilla Chavez, GA
LC Clark, GA
Maddeson Coder, AGT
Tango Cooper, SA
Daniel Craley, SA
Orlando Crimmel, AGT
Keith Dymnioski, SA
Elizabeth Eckols, AGT
Robert Emigh, AGT
Cameron Eng, SA
Myra Espinoza, AGT

Jean Etahe Limongo, AGT
Danielle Euell, AGT
Tristin Fleming, AGT
Vanessa Forouzan, AGT
Deaveon Francisco, SA
John Gamble, AGT
Carolyn George, SA
Benjamin Giamalva, SA
Michelle Goj, AGT
Priscilla Gonzalez, AGT
Matthew Growe, AGT
Quinton Hamilton, AGT
Elizabeth Healey, AGT
Hala Herbalbi, SA
Nailah Hester, AGT
Laurenda Hingst, AGT
Lauran Houck, AGT
Tyler Huntsman, AGT
Mubeen Hussain, SA
Jessica Jones, AGT
Serena Joseph, SA
Toakase Kau, AGT
Dennis Keen, AGT
Brittany Ketner, GA
Suli Koloa, SA
Devon Kopp, AGT
Stephen Kutash, AGT

Taina Lameko, MGA
Teresa Lampasona, SA
Victor Ledesma, SA
Joowan Lee, AGT
Jacky Lei, SA
Roberto Lopez, SA
Angela Luden, AGT
Sophie Maes, GA
Ryan Marrero, SA
Sherman Martin, SA
Reinaldo Martinez, AGT
Leodanys Martinez Caldera, SA
Rafael Medina, SA
Heather Mills, AGT
Joshua Mitchell, GA
Joshua Morris, GA
Kristin Murphy, AGT
Catherine Neitzke, AGT
Nathaniel Newberry, SA
Thong Nguyen, AGT
Michael Ochoa, AGT
Michele O'Rafferty, AGT
Alex Orr, SA
Jacob Pena, AGT
Danielle Pender, SA
Thomas Phillips, AGT
Victor Ramirez, SA

Antonio Rocha, AGT
Daniel Rocha, AGT
Thomas Romeo, GA
Dawn Rouanzoin, AGT
William Russell, AGT
Vannessa Ramroop, MGA
Michael Scatena, AGT
Joseph Schimizzi, AGT
Brian Schmitz, MGA
Daniel Schwartz, GA
Noah Shahin, AGT
Ehlanan Sing, SA
Jennifer Smajda, AGT
Clayton Snell, AGT
Ronald Spieler, AGT
Paul Stubbs, SA
William Thomas, SA
Lam Trang, AGT
Shaquille Traylor, SA
Jonathon Turnick, SA
Spencer VanDerHorn, AGT
Elizabeth Vega, SA
Daniel Walker, SA
Shaquaila Walker, AGT
Aleshia Warner, SA
Andre Younge, SA

PROMOTIONS

REGIONAL GENERAL AGENT
Mark Beckford
Jordan Chalom
Chad McLaughlin
Mike Paragiou
William Parmeter
Kay Pomroy
Paul Samra
Temesghen Starr

MASTER GENERAL AGENT
Phillip Anderson
Amy Baird
Katrina Collie
Walter Collie
Timothy Cruise
Patrick Donovan
Sreekumar Gopakumar
Shauna Hannemann
Jacob Hogan
Jon Houser
Cyan Kissinger

Michael McGoon
Matthew Neish
Clint Perry
Matt Pflueger
Frezno Pias
Jeffery Roland
Joseph Rotolo
Jonathan Russell
Michael Stuver
Jamie Winters

60% GENERAL AGENT
Betheliehm Beyene
William Cantrell
Ervin Cruz
Everett Farr
Avery Hearn
Sophie Maes
Monica McKinney
Tina Nelson
Michelle Olivo
Delroy Phang

57.5% GENERAL AGENT
Andrew Alexander
Anthony Almeida
Eyad Awdi
Michael Battaglio
Teah Bliven
Donald Bower
Henry Brown
Robert Byers
Bretta-Jean Cahela
Denzel Covington
Genna DeMetsenaere
Christianne De Oliveira
Unique Emrick
Mario Francis
Alifonzo Garcia Jr
Jeffrey Gilliana
Kenneth Gordon
Riche Haye
Michael Hubbs
Aubrey Kettle

Fernando Ledezma
Scott McCrory
Lidia Meglei
Jacob Merrill
Romie Murphy
Michael Nester
Juliya Ostapyuk
Andrew Pierce
Darrio Pope
Jesus Romero
Benjamin Sager
Daniel Schwartz
Steven Shavers
Andrew Siebert
Shelbi Sofranko
Matthew Tien
Tabitha Witherell

55% SUPERVISING AGENT
Logan Akers
Keeland Bryant
Donovan Charleston

Jairo Davila
Stephen Ebel
Abraham El Refaei
Roy Espinosa
Zachary Flynn
Adam Fontichiaro
Kevin Gill
Bernadette Goins
Lexington Grissom
Geovanny Arellano Ortiz
Lorinda Baker
Richard Banks
Ami Baril
Michael Barlettano
Daniel Barr
Keith Billups
Manuel Bolivar
Eduardo Bonilla
Sarah Bowley
James C Brown
Javier Camarillo

Robert Schultz
Jamie Smalley
Jennifer Walker
Matthew Wilson
Pharyn Wilson-Jones
Kayla Young

52.5% SUPERVISING AGENT
Keith Albritton
Christopher Alvarez
Geovanny Arellano Ortiz
Jessica Davis
Lorinda Baker
Richard Banks
Ami Baril
Michael Barlettano
Daniel Barr
Keith Billups
Manuel Bolivar
Eduardo Bonilla
Sarah Bowley
James C Brown
Javier Camarillo

Andrew Campbell
James Clark
Ashley Clarke
Aguaya Cole
DeAndre' Coleman
Kendra Cook
Adam Creel
Letitia Curry
Nikolina Damjanovic
Jessica Davis
Ernesto Delgadillo
Mark Dominguez
Christopher Driskell
Jesse Dunlap
Christopher Edmunds
Brock Emery
Veisia Fale
Vincent Fang
Anthony Friese
Tina Fu
Tammy Gawron

Chalin Giles
Lindsay Gorczyca
Travis Grover
Alexandra Hailey
Brandon Hamilton
Christian Herrera
Troy Hill
John Holsinger
Sungmin Hwang
Nicole Lentile
William Jessome
Jordan Jones
Indraj Kalar
Sasha Keller-Roach
Enamul Latif
Jacky Lei
Jesus Leyva
Ameenah Little
Breanna Little
Trevor Lowe
Jenice Luna

Joseph Machabee
Misty Madden
Marisol Marin
Conor Markins
Christopher Martindale
Theo Matchett
Ian McRee
Trey Moran
Tyler Newcomer
Phol Nget
Ngai Pack
Timothy Patterson
Jhonatan Quintero
Pegah Rahmani
Ryan Rebelo
Sabrina Reed
Bianca Rodriguez
Michael Romero
Tania Salas Hurtado
Jonathan Schmidt
Sergio Serpas

Jeffrey A Smith
Lala Smith
Elizabeth Sorenson
David Soto
Karen Stashick
Bailey Steadman
Levi St. Pierre
David Stuart
Sean Sullivan
Shannon Sutton
Dawn Swain
Cardelle Szego
Brynn Tebo
Connie Torres
Kellie Tucker
Ana Vea
Adar Vitis
Nathan Watt
Brelynn Weygand
Kay Whitten
Aleksi Yi

Q1/Q2 PR Contributions

- **A. Philip Randolph Institute**
- **AFL-CIO** — MLK Conference Sponsorship
- **AFSCME COUNCIL 32** — Jim Boyd Scholarship
- **Alberta Building Trades** — Memorial Golf Tournament Sponsorship
- **Alliance for Justice**
- **Alliance For Retired Americans**
- **AMVETS Dept Of CA** — Cars at the Park Event Sponsorship
- **ATU 788** — Sponsorship for Right-to-Work Legislation Awareness Banner
- **AZ Building and Construction Trades Charity Golf Tournament**
- **AZ Federation Of Teachers 8002** — Strike Fund Donation
- **Broadbent Institute** — Progress Summit Tour Sponsorships
- **Brotherhood Railroad Signalmen** — Silver Level Convention Sponsor
- **Building & Construction Trades Department, AFL-CIO** — Canadian & North American Building Trades Unions Conferences
- **Cape Breton Island Building & Construction Trades Council** — Bursary
- **Central Oklahoma Federation of Labor, AFL-CIO** — Labor and Friends Banquet Sponsorship
- **Charleston Port & Seafarers' Society**
- **Child Find BC** — Michael Dunahee Slo Pitch Tournament of Hope Sponsorship
- **Cleveland Building and Construction Trades** — National Hole in One Golf Tournament Sponsorship
- **Cleveland Jobs with Justice** — Event Sponsorship
- **Coalition of Black Trade Unionists**
- **Coalition of Organized Labor** — Obie Brandon Memorial Golf Tournament Sponsorship
- **Colorado AFL-CIO** — Bronze Level Sponsor for Convention
- **Community Partners for IAM 2018** — Sponsorship of the 50th Anniversary of Memphis Sanitation Strike
- **CWA District 6** — Convention Sponsorship
- **CWA District One Hospitality Committee** — Conference
- **D.C. Friends of Ireland Charitable Trust**
- **DC Labor Filmfest**
- **Elderly Housing Development & Operations Corporation (EHDOC)**
- **Erie Niagara Chapter, New York Credit Union Association** — Golf Tournament Sponsorship
- **Fresno-Madera-Tulare-Kings Central Labor Council** — Union Park & Workers Memorial Event Sponsorship
- **Gala Hispanic Theatre** — Silver Sponsor for Event Benefiting Youth Program
- **Graphic Communications/International Brotherhood of Teamsters DC 9** — Ad Sponsorship for the North American Newspaper Conference
- **Hawaii State AFL-CIO** — Scholarship Donation & Team Sponsorship for Event Benefiting Hawaii Employees Lifeline Program & Other Charitable Organizations
- **IAM NATIONAL** — Guide Dogs of America Sponsorship
- **IAMAW BC Northwest District 250** — Donation for Guide Dogs Charity Golf Tournament
- **IBEW** — First District All Canada Progress Meeting & Scholarship; Membership Development, Political/Legislative Affairs & Next Generation Conference Sponsorships
- **IBEW 7th District** — Progress Meeting Sponsorship
- **IBEW District 5, Local 130** — Sponsorship of the 2018 5th District Progress Meeting
- **IBEW Illinois State Conference Sponsorship**
- **IBEW Local 702** — Golf Tournament Sponsorship
- **IBEW Local 827** — C.O.P.E. Golf Outing Sponsorship
- **IBT 135** — Scholarship Donation
- **IBT 251** — Charity Fund Sponsorship
- **IBT 295** — Ad Sponsorship for Scholarship Fund
- **IBT 317** — Golf Tournament Sponsorship
- **IBT 362** — Teamster Charity Golf Tournament Sponsorship
- **IBT 431** — Sponsorship for Members' Baseball Event
- **IBT 601** — School Scholarship Fund
- **IBT 630** — Health Fair Event Sponsorship
- **IBT 639** — Sponsorship of Golf Tournament & Ad Benefiting Teamsters Local 639 Scholarship Fund
- **IBT 89** — Scholarship
- **IBT Joint Council 42** — Event and Ad Sponsorships for Charity Fundraiser
- **Illinois State AFL-CIO** — Convention
- **Instituto Laboral de la Raza** — Labor Awards Sponsorship
- **Interfaith Worker Justice**
- **International Union of Operating Engineers** — Convention Sponsorship
- **International Union of Police Associations**
- **Iowa State Building and Construction Trades Council** — Ad Sponsorship
- **IUEC 4** — Elevator Constructors Golf Classic Sponsorship
- **IUOE 3** — Golf Tournament Sponsorships Benefiting Operating Engineers Community Service Fund
- **IUOE Local 882** — Scholarship
- **IUPAT DC 16** — Bronze & Gold Level Sponsor for Event & Golf Tournament
- **Jewish Labor Committee**
- **Jobs With Justice** — Sponsorships for the Eleanor Roosevelt Human Rights Awards Celebration, Silent Auction Event and Workers' Revival Fest Events
- **Kama'aina Kids** — Hawaii State Spelling Bee Sponsorship
- **Labor 411** — Ad Sponsorship
- **Labor of Love** — Texas Hold'Em Poker Tournament & Softball Slam Sponsorships
- **Labor Project for Working Families**
- **Laborers' International Union of North America** — Peggy Browning Fund Sponsorships & Charitable Foundation Donation
- **LIUNA 300** — Scholarship Dinner Sponsorship
- **LIUNA 368, Laborers' Education and Events Fund** — Level Sponsorship
- **Los Angeles County Federation of Labor, AFL-CIO** — Dr. MLK Jr Labor Breakfast Sponsorship
- **Louisiana AFL-CIO** — Scholarship
- **Mainland Nova Scotia Building & Construction Trades Council** — Golf Tournament Sponsorship
- **Manitoba Building & Construction Trades Council** — Golf Tournament Sponsorship
- **Maryland State & DC AFL-CIO** — Ad Sponsorship
- **Mass Building Trades** — Convention & Event Sponsorships
- **Massachusetts, AFL-CIO** — Scholarship
- **Metropolitan Washington Council, AFL-CIO** — Evening With Labor Event & Ad Sponsorships
- **Missouri AFL-CIO** — Convention
- **National Election Defense Coalition Donation**
- **New Brunswick ATV Federation** — Partnership Donation for Trail Grooming
- **New Brunswick Federation of Labour** — Bursaries
- **New Democratic Party of BC** — In Honor of Dave Barrett
- **New Jersey Building & Construction Trades Council** — Convention
- **New Jersey State AFL-CIO** — Legislative Conference Sponsorship
- **New York City Building and Construction Trades** — Winter Conference Sponsorship
- **New York City Central Labor Council, AFL-CIO** — Ad Sponsorship
- **New York State AFL-CIO** — COPE Day at the Races Sponsorship
- **New York State Pipe Trades Association** — Convention
- **North Dakota AFL-CIO** — Convention
- **Northeastern Oklahoma Labor Council, AFL-CIO** — Banquet Sponsorship
- **Northern CA Carpenters Scholarship Fund** — Clay Shooting Sponsorship
- **Nova Scotia Federation of Labour** — Alex Sugarcamp MacDonald Memorial Golf Tournament; Donation to Support Literacy in Nova Scotia; Lea MacKay Bursary
- **NY State Snowmobile Assoc** — Event Sponsorship
- **Ohio AFL-CIO** — Premier Sponsorship for Golf Tournament
- **Ohio State Building and Construction Trades Council** — Silver Sponsor for Dollars Against Diabetes Golf Tournament
- **OK State Fire Fighters Assoc** — Conference & Reception Sponsorships
- **Oklahoma Building Trades** — Dad's Day Golf Tournament Sponsorship
- **One World Education Scholarship Fund**
- **Ontario Teamsters Joint Council 52** — Invitational Golf Tournament Sponsorship
- **OPEIU 30** — Event Sponsorship Benefiting their Scholarship Fund
- **Orange County AFL-CIO, Central Labor Council** — Solidarity Dinner & Ad Sponsorships
- **Patrick D. Finley Scholarship Fund**
- **Pennsylvania AFL-CIO** — Convention Sponsorship
- **Pennsylvania Credit Union Association** — Convention Sponsorship
- **Philadelphia Council of the AFL-CIO** — Leadership Conference Sponsorship
- **Pride at Work** — Sponsorship for Celebrating Solidarity Reception
- **Rhode Island AFL-CIO** — Institute For Labor Studies & Research Sponsorship
- **ROC Action**
- **Rochester-Genesee Valley Area Labor Federation** — Film Series Sponsorship
- **Roosevelt Institute** — Franklin D. Roosevelt Distinguished Public Service Awards Sponsorship
- **Royal Canadian Legion New Brunswick Command** — Sponsor for Youth Leadership Camp
- **Royal Canadian Legion Nova Scotia Nunuvut Command** — Sponsor for Youth Leadership Camp
- **San Diego and Imperial Counties Labor Council, AFL-CIO** — Shop Steward Event & Ad Sponsorships
- **Saskatchewan Building Trades** — Hole & Ad Sponsorships for Golf Tournament
- **SEIU 1-Scholarship Fund Donation**
- **Snowmobilers Association of Nova Scotia** — Bronze Level Sponsorship
- **Southwest Pipe Trades Association** — Conference
- **Tarrant County Central Labor Council, AFL-CIO** — Diamond Sponsorship for Jim Wright Memorial Golf Tournament
- **Tavern League Of WI** — Trade Show Sponsorship
- **Teamsters Joint Council 7** — Hospitality Sponsorship for Convention and Golf Tournament Sponsorship Benefiting the Teamsters Assistant Program
- **Teamsters Joint Council 73** — Event Sponsorship Benefiting Scholarship Fund
- **The CUNY School of Professional Studies Foundation** — Ad Sponsor Benefiting Scholarship Program
- **The Workmen's Circle** — March for Our Lives Sponsorship
- **UAW Constitutional Convention**
- **UFCW 1059** — Scholarship
- **UFCW 1262** — Sponsorship of the Longest Drive Competition Benefiting The Leukemia & Lymphoma Society
- **UFCW 1445** — Charitable Fund Donation
- **UFCW 1529** — Golf Tournament Sponsorship Benefiting the Leon E. Sheppard Sr. Charitable Foundation
- **UFCW 175 & 633** — Golf Tournament & Scholarship Sponsorships
- **UFCW 1996** — Golf Tournament Sponsorship for Leukemia Fundraiser
- **UFCW 328** — Golf Tournament Sponsor Benefiting their Charitable Foundation
- **UFCW 555** — Northwest Hope Foundation Donation
- **UFCW 700** — Silver Sponsor for Golf Tournament Benefiting UFCW Local 700 Leukemia Fund
- **UFCW 99, Desert States Charitable Foundation** — Golf Tournament Sponsorship
- **UFCW GOLDEN STATE 8** — Diamond Sponsor for Golf Tournament
- **UFCW Local 1** — "The One" Charity Golf Classic
- **UFCW Western States Council** — Event and Ad Sponsorships Benefiting Education Fund
- **UNIFOR Ontario Charity Golf Classic** — Sponsorship
- **Union Sportsmen's Alliance**
- **United Farm Workers of America**
- **USBC Greater Buffalo Assoc** — Sponsorship of Buffalo City Tournament
- **Utah AFL-CIO** — Hole Sponsor for Golf Tournament
- **Virginia Credit Union League Tidewater Chapter** — Golf Tournament Sponsorship
- **Winnipeg Labour Council** — Labour Day Picnic Sponsorship & MayWorks Donation
- **Workers Unite Film Festival** — Ad Sponsorship
- **Working America** — Donation
- **WV Credit Union League** — Meeting Sponsorship



TWO VISIONS OF *Greatness*



Jason Beckman

Vice President of
Public Relations Field Operations

#AILCONVENTION2018 HAS COME AND gone. The sprawling grounds of the Gaylord Palms and your day-trip choice to either Disney World or Universal Studios certainly did not disappoint (unless you stayed behind to relax at the pool which likely did not disappoint, either).

Orlando was the destination for #AILCONVENTION2018 because of two great visionaries and leaders: Walt Disney and Bernard Rapoport. Bernard's vision to found a Company supporting the middle-class has led to American Income Life becoming the flagship insurance company serving labor unions and working families.

There is absolutely no other company that does what we do for labor and working families from the policies we sell to the public policies we support. This Company stands with labor to support activism, workers' rights, the right

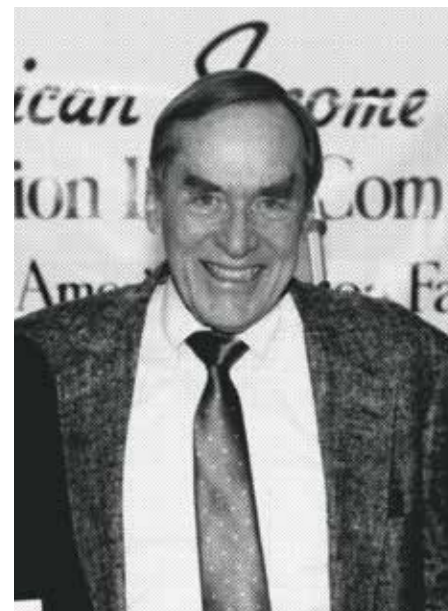
to organize, fair wages, healthcare and pension. We don't only stand with labor in word and action but also in deed by contributing more than \$611,000 at the national and state levels and just over \$235,000 locally in 2017.

Who we are as a Company begins with the PR team as we work at all levels to establish and maintain the relationships we all rely on for continued growth. However, we all are the keepers of what separates AIL from our competition and we rely on our Agency partners to help maintain the reputation of this Company for being an avid supporter of working families.

In 2017, we continued to fulfill Bernard's vision of being a Company to support working families by extending our no cost AD&D benefit to more than 9.83 million people, putting over \$33 billion of AD&D in force for members of labor unions, credit unions and associations. Cumulatively, the Company paid more than \$4.21 million in no cost AD&D claims and waived over \$654,000 of premium for members who were part of a qualified lay-off or strike.

No one can claim stake as the "flagship" insurance company serving working families other than American Income Life. Bernard, your vision has become reality and is only

further validated year after year. Thank you for dreaming of a place born in Indianapolis and settled in Waco that can rival Disney World as "The Happiest Place on Earth". Just as #AILCONVENTION2018 didn't disappoint, neither does this Company when it comes to supporting our friends in labor and working families. ☺



NEW ASSOCIATES

PER MANAGER

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Cole Hatfield	16	Simon Arias	Jessie Holland	3	Dustin Venekamp	Susan M Miller	2	Greg Graham	Shala Hardy	2	Brandon MacDonald
Lorena Avila	8	Steve Friedlander	Jason Burke	2	Altig-Orlovic	Ernesto Delgadillo	2	Mathew Hart	Christopher Alvarez	2	Corey Neff
Elsa Then	8	Matt Henderson	Brock Emery	2	Altig-Orlovic	Joseph Grider	2	Mathew Hart	Ashley Hamlin	2	Oldham-Gryska
Brendan Bradfield	7	Zachary Hart	Jonathon Turnick	2	Altig-Orlovic	Zachary Lakatos	2	Mathew Hart	Leonardo Perez	2	Bob Olson
Yi Sun	4	Imran Satti	Amber Fitzmartin	2	Simon Arias	Eric Salado	2	Mathew Hart	Debra Kallas	2	Theodore Pappas
Cameron Eng	3	Altig-Orlovic	Ashley Hutson	2	Simon Arias	Elijah Brown	2	Hart-McCallum	Luis Galvan	2	Chad Potts
Armando Rivera	3	Altig-Orlovic	Wilfrido Martinez	2	Ryan Bisanz	Richard Gedraitis	2	Matt Henderson	Carla Brown	2	Philip Prata
Peter Cappuccio	3	Zachary Hart	Nicholas Lazzaro	2	Richard Correa	Cristian Alaimo	2	Sabrina Lloyd	Rebecca Mehlinger	2	Albert Serur
Carole Idolphine	3	Kyle Johnson	Julina Quessa	2	Laura Fisher	Kinga Filipiak	2	Sabrina Lloyd	Cara Donaldson	2	Kris Thieme
Kyle Welton	3	Sabrina Lloyd	David Mikolai	2	Giglione-Ackerman	Carolyn George	2	Sabrina Lloyd			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Blake Tomblin	17	Simon Arias	Erica Carrillo	3	Mathew Hart	Bryanna Campos	2	Jose Carvajal	Marie Laine	2	Kyle Johnson
Matthew Trombley	13	Laura Fisher	Benjamin Wagner	3	Mathew Hart	Elizabeth Miller	2	Eric Cochran	Marissa Ellis	2	Stephen Jubrey
Everett Farr	10	Richard Correa	Azar Afnan	3	Zachary Hart	Karla Stewart	2	Eric Cochran	Jesse Spencer	2	Stephen Jubrey
Joseph Bell	10	John Young	Deonte Jones	3	Zachary Hart	Stella Roznovan	2	Cohen-Cohen	Shannon Eleby	2	Brandon MacDonald
Samuel Barriere	7	Cohen-Cohen	Sanyo Galloway	3	Kyle Johnson	Lisa Mosley	2	Richard Correa	Richard Pazak	2	Bob Olson
David Duddy	7	Giglione-Ackerman	Dulce Paz	3	Sabrina Lloyd	Garrett Shelton	2	Richard Correa	Layla Bokhari	2	Chad Potts
Edwin Delgado	7	Zachary Hart	Alexander Johnston	3	Oldham-Gryska	Audrey Logan	2	Correa-Hunt	Timothy Wilson	2	Philip Prata
Jeffrey Espinal	7	Theodore Pappas	Joseph Hedbom	3	Bob Olson	Michael Joseph	2	James Cunningham	Jesus Romero	2	Beto Quintero
Tanner Duy	6	Altig-Orlovic	Dominic Facchini	3	Albert Serur	Maurice Coleman	2	Joseph Diecedue	Rosemary Soto	2	Beto Quintero
Elizabeth Trotter	6	Travis Moody	Bradford DeLuca	3	Kris Thieme	Ashley O'Donal	2	Laura Fisher	Raymond Baham	2	Blake Ralston
George Shafiek	5	Zachary Hart	Muzit Berhie	3	Jamison Weatherspoon	Samisoni Koloa	2	Steve Friedlander	Walter Collie	2	Nick Scordos
Aaron Piotrowski	5	Sabrina Lloyd	Awa Babou	3	Tom Williams	Michael Raven	2	Ryan Giddens	Kemberly Sousa	2	Albert Serur
Travis Kovach	5	Surace-Smith	Claire Aaby	2	Altig-Orlovic	Danielle Morales	2	Giglione-Ackerman	Ethan Barnt	2	Surace-Smith
Eric Peyton	5	Surace-Smith	Benito Menchaca	2	Altig-Orlovic	Jessica Brown	2	Mathew Hart	Mario Hajro	2	Surace-Smith
Aubrey Kettle	4	Altig-Orlovic	Monique Safari	2	Altig-Orlovic	Caren Deanda	2	Mathew Hart	Zachery Kertulis	2	Surace-Smith
Ariana Jones	4	Simon Arias	Wesley Shure	2	Altig-Orlovic	Arthur Trost	2	Zachary Hart	Eric Thompson	2	Surace-Smith
Heriberto Chavez	4	Richard Correa	Bethany Evans	2	Simon Arias	Steven Phillips	2	Hart-McCallum	Bradley Jensen	2	Dustin Venekamp
Jovanie Scarlett	4	Kyle Johnson	Seth Frisby-Jack	2	Simon Arias	Henry Brown	2	Matt Henderson	Myaa Fallon	2	Jamison Weatherspoon
Robert Adrahtas	4	Sabrina Lloyd	Joshua Jahnish-Maltese	2	Simon Arias	Bryan Czajkowski	2	Matt Henderson	Brandon Teter	2	Jamison Weatherspoon
Landon Schlag	3	Richard Correa	Eric Robertson	2	Simon Arias	Taurean Flournoy	2	Kyle Johnson	Drew Wilkins	2	Jamison Weatherspoon
Chris McFoy	3	Don Foti	Joshua Yurinko	2	Simon Arias	Cynthia Fuller	2	Kyle Johnson	Wadnerson Boileau	2	Tom Williams

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Dana Black	24	Eric Cochran	Hemerson Gonzalez	6	Beto Quintero	Nicki Griffiths	3	Altig-Orlovic	Rodney Ward	3	Zachary Hart			
Jinely Urena	23	Jose Carvajal	Brandon Neal	5	Zachary Hart	Hunter Houvener	3	Altig-Orlovic	Tom Weller	3	Zachary Hart			
Tyler Worstell	17	Simon Arias	Asiguy Haugabook	5	Kyle Johnson	Brandon Minor	3	Altig-Orlovic	Brenda Fox	3	Hart-McCallum			
Ryan Hall	15	Laura Fisher	Kaitlyn Brandt	5	Stephen Jubrey	Dwayne Nabors	3	A-O-Orng	Patrycja Grudzinska	3	Sabrina Lloyd			
Joshua Krueger	13	Richard Correa	Zach Otto	5	Sabrina Lloyd	Britton Costa	3	Simon Arias	Kendall Wilson	3	Sabrina Lloyd			
Michael Trinh	11	Altig-Orlovic	Matthew Conrad	5	Surace-Smith	Kierra Goodwin	3	Simon Arias	Avi Kauderer	3	Oldham-Gryska			
Anita Ferris	11	Steve Friedlander	Jeffery Thiel	5	Surace-Smith	Christie Jauch	3	Simon Arias	Andrew Chambers	3	Philip Prata			
Alan Fricke	11	John Young	Michael Musso	5	Tom Williams	Thomas Vena	3	Simon Arias	Ryan Wilson	3	Philip Prata			
Lorena Barriere	8	Cohen-Cohen	Clint Perry	4	Altig-Orlovic	Mandale Tolefree	3	Jose Carvajal	Jeffrey Hall	3	Albert Serur			
Diego Arango Puerta	8	Matt Henderson	Jason Bratin	4	Simon Arias	Barbara Seyoum	3	Samantha Chui	Jake Yagjian	3	Albert Serur			
Morgan Lobello	7	Giglione-Ackerman	Alberto Alcala	4	Ryan Bisanz	Temesghen Starr	3	Cohen-Cohen	Derek Foore	3	Surace-Smith			
Lamar Livingston	7	Zachary Hart	Andrew McQuade	4	Richard Correa	Sean Velasquez	3	Cohen-Cohen	Matthew Parks	3	Surace-Smith			
Reynolds Akuamo	7	Theodore Pappas	Demitrius Lucas	4	Kyle Johnson	Matthew Turnquist	3	Richard Correa	Cody Terrell	3	Michael Vasu			
Jessica St Pierre	7	Kris Thieme	Duane Shaw	4	Sabrina Lloyd	Joshua Jackson	3	Joseph Diecedue	Jacob Hogan	3	Dustin Venekamp			
Bruce Viaje	6	Altig-Orlovic	Aaron Parsons	4	Brandon MacDonald	Kelvin Fernandez	3	Laura Fisher	Omar Billy	3	Jamison Weatherspoon			
Mathew Mealey	6	Travis Moody	Begona Patino-Lopez	4	Cisco Perez	Brian Zuzick	3	Laura Fisher	Devon Chapman	3	Jamison Weatherspoon			
Elias Boles	6	Oldham-Gryska	Harjeet Rana	4	Imran Satti	Kevin Lowery	3	Mathew Hart	Charley Forshae	3	Jeremy Welch			
David Wang	6	Bob Olson	Mathieu Cook	3	Altig-Orlovic	Minh Phung	3	Mathew Hart						

RGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Joshua Olin	20	Altig-Orlovic	John Conard	20	Simon Arias	Matthew Turnquist	19	Richard Correa

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:

- SA & GA** – at least two new associates during the month
- MGA** – at least three new associates during the month
- RGA** – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

LEGACY RECRUITING PROGRAM

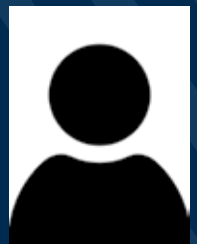


TOP RECRUITING AGENTS** JUNE

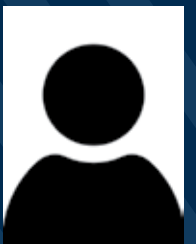
TOTAL LEGACY RECRUITERS: 338 TOTAL LEGACY RECRUITS: 401



Scott Wheeler
6 Recruits
Satti-Kanaan



David Haak
4 Recruits
Simon Arias



Ryan McIntosh
4 Recruits
Altig-Orlovic

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Scott Wheeler	6	Jesse Benwell	2	Kyra Galpin	2	Phol Nget	2	Halima Smith	2		
David Haak	4	Sean Brannan	2	Alina Garmatyuk	2	Austin Nguyen	2	Paul M Smith	2		
Ryan McIntosh	4	Codi Bryan	2	Joanna Hansen	2	Timothy Patterson	2	Kimberly Starks	2		
Jessica Chang	3	Jason Burke	2	Andrew Kraft	2	Zachary Pospichal	2	Phillip Taylor	2		
Mathieu Cook	3	Sergio Carta	2	Regina Lee	2	Tahis Quintero Bonilla	2	Andreas Thanos	2		
Nikolina Damjanovic	3	Josemil Dumith	2	Angel Martinez	2	Samantha Ralston	2	Michael Tineo	2		
Sergio Joaquin Haro	3	Daniel Dunham	2	Kanon McGee	2	Erica Robertson	2	Alexis Tran	2		
Jeramey Pitman	3	Patrick Duray	2	Lori Moore-Edwards	2	Rashell Rodriguez Quezada	2	Ransley Vazquez	2		
Larry Thomas	3	Maxon Elozier	2	Latavia Nabors	2	Iris Saavedra	2	Joseph Vittorino	2		
Claire Aaby	2	Fundora Jorge	2	Michael Neuendorf	2	Serveta Seferovic Lesevic	2				

TOP RECRUITING AGENTS** YTD

TOTAL LEGACY RECRUITERS: 1,318 TOTAL LEGACY RECRUITS: 2,058

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Scott Wheeler	23	Gregory Rudolph	6	Alisha Anderton	4	Kellie Hoffman	4	Samantha Ralston	4		
Jeramey Pitman	19	Tiffany Babin-Washington	5	Raul Aquino	4	David Holman	4	Phillip Roffi	4		
Ransley Vazquez	19	Shawntae Collins	5	Steven Augustine	4	Troy Kasper	4	Jeffrey A Smith	4		
Michelle Martinez Aviles	13	Patricia Contreras	5	Jesse Benwell	4	Samisoni Koloa	4	Paul M Smith	4		
Patrick Duray	10	Derek Foore	5	Henry Brown	4	Kome Lauano	4	David Staffieri	4		
Brent Bowling	9	Hemerson Gonzalez	5	Jessica Chang	4	Joe Lewo	4	Craig Swinney	4		
Rosemary Soto	8	Sierra Healy	5	Nikolina Damjanovic	4	Roberto Lopez	4	Phillip Taylor	4		
Sean Brannan	7	Tene Jones	5	Manuel Diaz	4	Felipe Machado-Santanna	4	Steven Taylor	4		
Joel Jesurun	7	John Nieves	5	Mallory Eggleton	4	Shai Mate	4	Austin Timmons	4		
Alma Lozano	7	Mike Paragiou	5	Derya Ekren	4	Sherrie McCarty	4	Michael Tolman	4		
Gina Sherman	7	Erica Robertson	5	Faamasinoga Eneliko	4	Montana McDonald	4	Dana Velez	4		
Alexis Tran	7	William Ross	5	Robert Ensign	4	Ryan McIntosh	4	Peter Williams	4		
Kade Beck	6	Iris Saavedra	5	Deaveon Francisco	4	Lisa Nguyen	4				
Tyler Mabry	6	Claire Aaby	5	Tony Geer	4	April Nichols	4				
Michael McKiernan	6	Alix Albright	4	David Haak	4	Aaron Parsons	4				
Jennylyn Militante-Radnoty	6	Anthony Almeida	4	Jordan Hallman	4	Tahis Quintero Bonilla	4				

▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.
 ● Spotlight will picture up to the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. Spotlight may picture less than 5 in case of a tie.
 ■ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Torchmark Achievement Award eligibility due to the counts being calculated differently.

LEGACY RECRUITING CLUB MEMBERS

— By Number of Eligible Legacy Recruits*



Kade Beck
Joseph Diecedue
25 Recruits
PLATINUM



Alma Lozano
Richard Correa
25 Recruits
PLATINUM



Cole Hatfield
Simon Arias
16 Recruits
GOLD



Iris Saavedra
Don Foti
12 Recruits
SILVER



Jesse Benwell
Satti-Kanaan
10 Recruits
SILVER



Walter Icaza
Beto Quintero
10 Recruits
SILVER



Travis Kovach
Surace-Smith
10 Recruits
SILVER



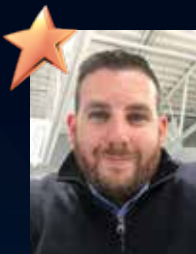
Ashley Rust
James Cunningham
10 Recruits
SILVER



Rosemary Soto
Beto Quintero
10 Recruits
SILVER



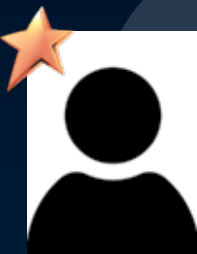
Travis Stucki
Altig-Orlovic
10 Recruits
SILVER



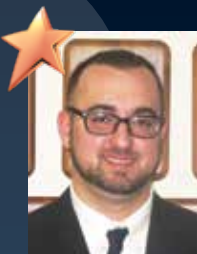
Jason Burke
Altig-Orlovic
5 Recruits
BRONZE



Matthew Diulus
Simon Arias
5 Recruits
BRONZE



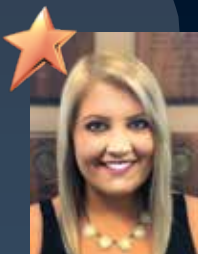
Derya Ekren
Simon Arias
5 Recruits
BRONZE



Robert Ensign
Surace-Smith
5 Recruits
BRONZE



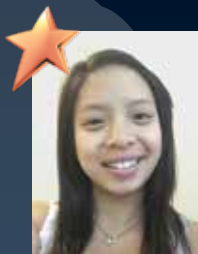
Brenda Fox
Hart-McCallum
5 Recruits
BRONZE



Desarae Freeman
Simon Arias
5 Recruits
BRONZE



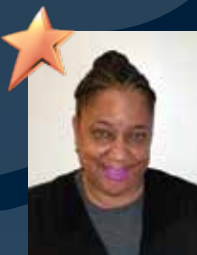
Joseph Gojcaj
Zachary Hart
5 Recruits
BRONZE



Lisa Nguyen
Richard Correa
5 Recruits
BRONZE



John Santosuosso
Oldham-Gryska
5 Recruits
BRONZE



Gina Sherman
Bob Olson
5 Recruits
BRONZE

*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

AIL-NILICO DONATES \$25,000 TO STEP UP FOR STUDENTS SCHOLARSHIP PROGRAM

American Income Life and National Income Life made a \$25,000 contribution to Step Up For Students, a Florida-based organization helping lower-income children attend the K-12 school that best fits their learning needs. The contribution will fund three scholarships for the 2018-19 school year. The donation was presented following the General Session at the Orlando Convention.

Step Up For Students is a nonprofit organization which helps manage the income-based Florida Tax Credit Scholarship Program. The program is funded by corporations with tax-credited donations.

The Florida Tax Credit Scholarship Program for financially disadvantaged school children allows parents and school children to choose between a K-12 scholarship that helps with private school tuition and fees, or one that assists with transportation costs to out-of-county public schools.

For the 2017-18 school year, Step Up For Students served more than 100,000 students throughout Florida with tuition scholarships. More than 1,800 private schools participate in the scholarship program statewide.



AIM HIGH



Scott Dehning
Vice President of
Field Operations

because you, like the track runner, have gone for broke, by applying the aim-high concept. So let's look at your goals. Will their attainment make you happy, extremely wealthy, or more infinitely intelligent? Or, will they just make you feel better off than you are right now?

An aim-high concept is extremely important in the setting of goals. One of the best examples we can use is in the competitive world of sports. Day after day records are set to wind up being merely warm-ups for the younger, more determined individual who is just around the corner with aim-high goals. Track records like the four-minute mile were at one time thought never to be broken but it has been shattered so many times that it is now thought to be an ordinary feat.

To set an aim-high goal, write it down, crystalize your thinking; make sure it is impressed upon your mind. Give yourself a deadline in which to achieve your goal. This eliminates the possibility and the tendency in a lot of people to put things off until tomorrow that could be done today. Most importantly, set your goals and standards high. The higher you set your standards, the more concentrated your efforts will be in attaining them.

Aim-high goals stimulate your thinking and your will to get things done. No more effort is required to aim high than is required to accept what you have now. You have the power to choose. Be bold enough to ask life for more. You are worth it because it is a proven fact that people will rise to meet demands that are

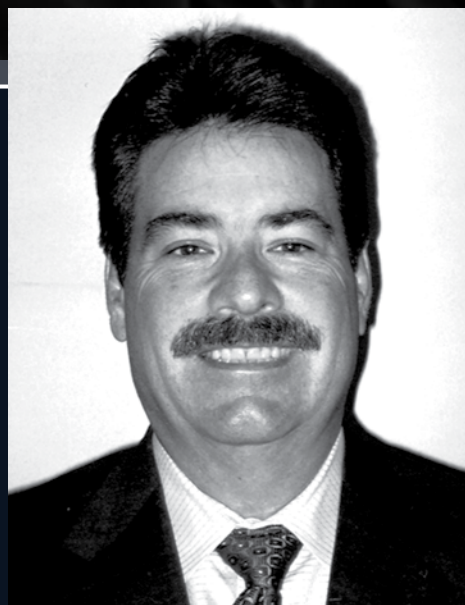
“SET YOUR GOALS AND STANDARDS HIGH.”

put on them, especially when these demands are self-imposed.

You can literally go for broke when establishing goals. See, there is no compromise for the demand of a daily expert performance. No man or woman is ever a finished product. In each of us there is an untouched reserve, a power greater than we have ever accomplished before. People will work and fight beyond their known ability for recognition and honor. Every increased level of efficiency sets up a new incentive and becomes a new measuring rod for future performance.

Our greatest potential growth is within ourselves. Work is our blessing and not our doom. Imagine where we could be at the end of this year and how exciting the future would be if we all gave it our best each and every day. Think of only the best, work for the best and expect only the best! 🍀

In Memoriam



Mark Hancock 1959-2018

Former Indianapolis SGA Mark Hancock passed away June 25, 2018 after a long battle with cancer. After graduating from Ball State University with a degree in Business, Mark followed in his father's footsteps and contracted with AIL in 1983.

Mark was promoted to SGA in 1989 and enjoyed a flourishing business in which he received many awards and recognition for his success. He retained his SGA contract until he resigned in 2017. Mark's legacy continues in his office under the leadership of Moswen Taylor.

Our thoughts are with Mark's wife Becky and daughter Ali as well as many in our Company whom he coached and mentored.

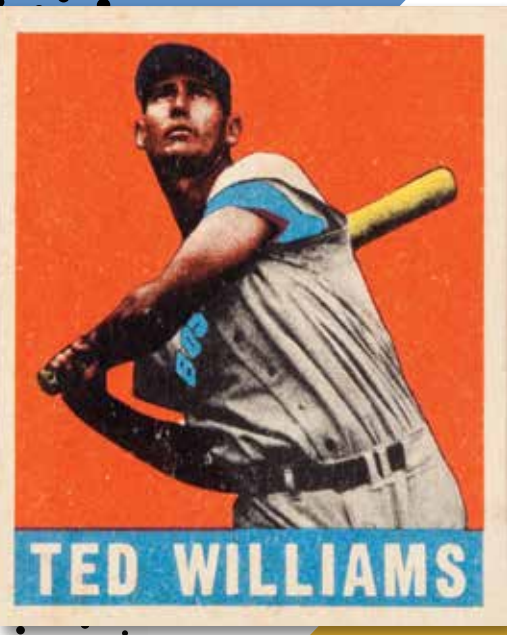
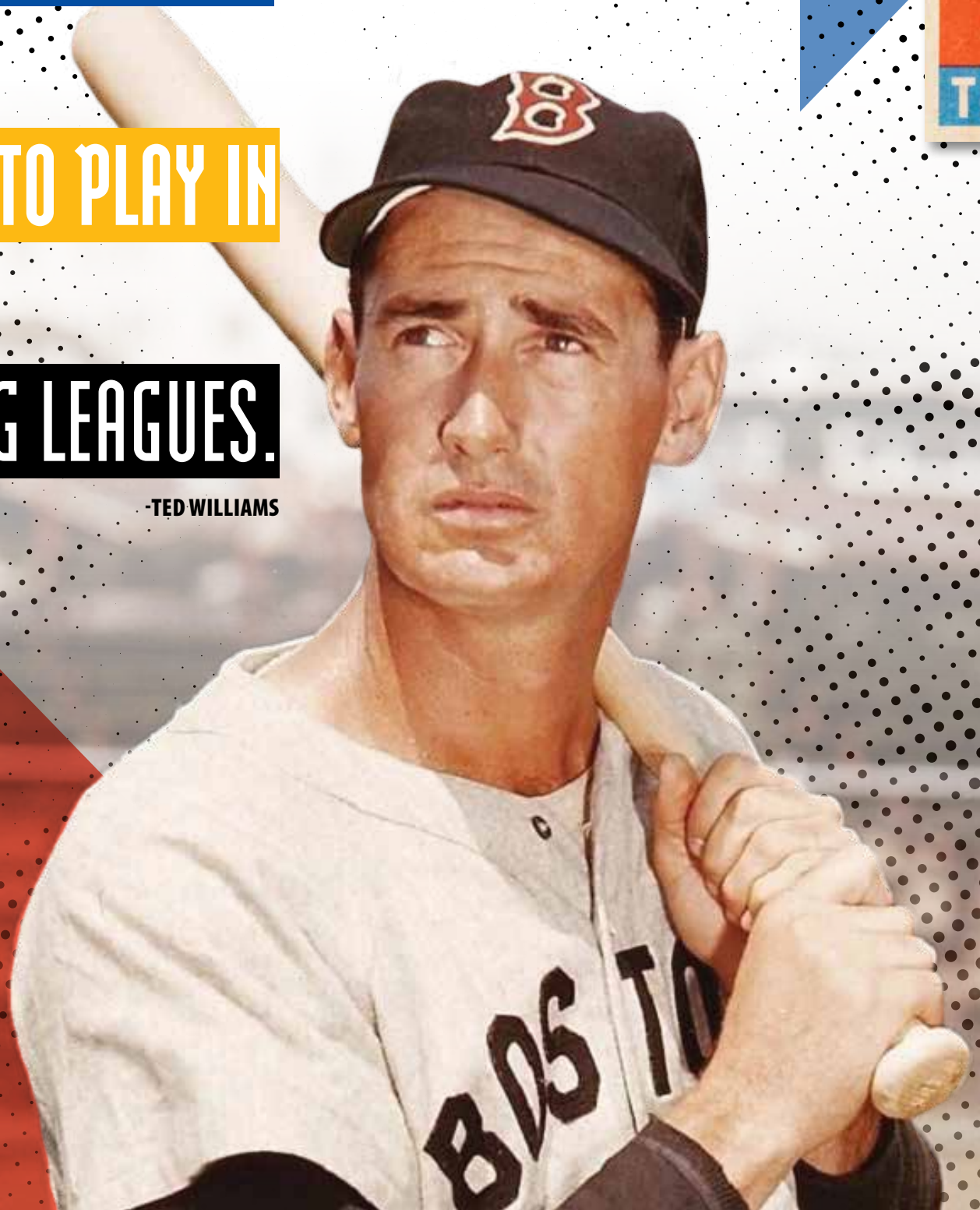
YOU HAVE TO

HIT THE FASTBALL

TO PLAY IN

THE BIG LEAGUES.

-TED WILLIAMS



The BUSINESS ATHLETE

By Durhon Oldham & Brett Gryska
State General Agents



“A MAN HAS TO HAVE GOALS – FOR A DAY, FOR A LIFETIME – AND THAT WAS MINE, TO HAVE PEOPLE SAY, **‘THERE GOES TED WILLIAMS, THE GREATEST HITTER THAT EVER LIVED.’**”

TED WILLIAMS did indeed go on to be recognized as the greatest hitter of all time. We, as American Income / National Income Lifers, can learn much from his incredible career which spanned over 22 years.

First and foremost was his unyielding **FOCUS** on perfecting his craft. A career .344 hitter, Williams was obsessive about improving in every aspect of being a professional baseball player. This is a common theme among elite performers. They don't wing it, they don't work to become great, and then stop working. They understand that continuing to practice and staying dedicated to mastering the details of their profession is what separates them from their peers.

Williams nickname was “Teddy Ballgame”. This is a direct testimony to his **WORK ETHIC**. He didn't take time off. He was always counted on to be in the lineup and do whatever was needed to help his team win. In the legendary season

of 1941, Williams found himself with a batting avg. of .400 heading into the final day of the season, a double header against Philadelphia. Many would be tempted to take the day off and go into history as the youngest player (and last) to hit over the magical .400 number for a season. Taking a day off was not in Teddy Ballgame's nature, regardless of what was at stake. He played in both games going 6 for 8 and ending the year with an amazing .406 average.

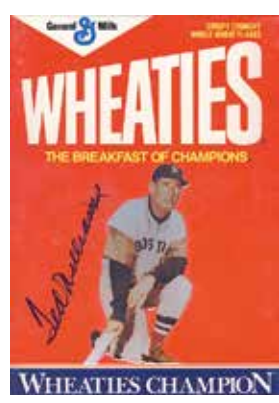
PERSEVERANCE is also a word closely linked to Ted Williams. He interrupted his baseball career to serve 3 years in the US Navy and US Marine Corps during World War II. When his country called again, he served during parts of the 1952 and 1953 seasons as a Marine combat aviator in the Korean War. During that tour of duty, Williams crash landed his F-9 fighter jet after taking enemy fire and narrowly escaping death. Yet, even after these interruptions, Williams returned to the ball field to take his familiar spot in left field for the Boston Red Sox in Fenway Park to play a total of 19 seasons.

Finally, Williams understood the importance of **GIVING BACK**. His involvement with the Jimmy Fund helped raise millions of dollars for cancer care and research. In 1991 President George H.W. Bush presented Williams with the Presidential Medal of Freedom, the highest civilian award bestowed by the United States government.

FOCUS, WORK ETHIC, PERSEVERANCE AND CARING FOR YOUR FELLOW MAN BY GIVING BACK — none of these traits are foreign to us at American Income and National Income Life. But the life that Ted Williams lived can serve as a valuable reminder to all of us of what it takes to **ACHIEVE GREATNESS**.



Presidential Medal of Freedom



TELL US how you relate sports or a sports figure to your career and life. If you see parallels between sports or sports figures and the AIL/NILICO life, submit your story of 500 words or less to lcry@ailife.com. If your story is selected, we'll give you a byline and feature your photo along with the article in a future issue of *Spotlight*.

Closer to the Heart SM



AIL/NILICO CONVENTION GOERS HELP GIVE KIDS THE WORLD

Attendees of AIL/NILICO's 2018 Convention in Orlando made a little magic of their own by donating \$26,735 to Give Kids The World (GKTW), an 84-acre, nonprofit 'storybook' resort in Central Florida. There, children with life-threatening illnesses and their families are treated to weeklong, cost-free vacations. The Village and its community partners provide children and their families accommodations, transportation, tickets to theme parks, meals, daily entertainment and much more.

In addition to their financial generosity, many attendees also took a few minutes from their busy schedules to cut out Halloween masks for the kids of GKTW. For many of these kids, holidays are not guaranteed, so GKTW celebrates as many as possible each week. Every Monday is Halloween including decorations, costumes and masks.

2018 CONVENTION

Orlando, Florida

Gaylord Palms Resort

June 24-27, 2018



BURLINGTON, ON

AIL, in partnership with the Byron Paz SGA office, donated \$10,000 to Halton Women's Place, which provides shelter and crisis services for physically, emotionally, financially and sexually abused women and their dependent children.

Byron says they chose to support Halton because, "When women are strong, they can take care of the family. When women are abused, it affects everyone." Halton Women's Place opened in 1980. The Burlington shelter opened in 1994 and constantly runs at full capacity, responding to more than 2,500 crisis calls per year.

In addition to the financial donation, members of Byron's team will also be participating in hands-on volunteering at Halton Women's Place.



2017 Award Winners



IP of the Year: Michael van Delft



SGA of the Year: Dustin Venekamp
#1 SGA Cat III



#2 IP: Katie Massart



#3 IP: Roghie Hassan Loo



#4 IP: Bryan Juskiw



#5 IP: Oleg Novitchii



#6 IP: Mike Sukhbaatar



#7 IP: Ryan Vance



#8 IP: Brooklyn Mims



#9 IP: Crystal Larkins



#10 IP: Jacqueline Kabluyen



#1 SGA Cat I: Surace-Smith



#1 SGA Cat II: Michael Vasu



#1 SGA Cat IV: Kyle Johnson



#1 SGA Cat V: Albert Serur



#1 SGA Cat VI: Hart-McCallum



#1 SGA Cat VII: Byron Paz



#1 SGA Cat VIII: Johnson-Nelson



#1 SGA Cat IX: Souley Bah



#1 SGA Cat X: Ryan Bisanz



#1 SA: Joseph Gojcaj



#1 GA: Megan Johnson



#1 MGA: Mark Dushaj



#1 RGA: Ryan Fickert



Sales Director – Training: Renee Jeffries



Sales Director – Recruiting: Phil Bromagen



PR Director: Jason Beckman



Cat I PR Manager: Cindy Cleary



Cat II PR Manager: Christa Davis



Cat III PR Manager: JT Tasker



#1 PR Cat II: David Scalisi



#1 PR Cat III: Tim O'Connor



#1 PR Cat IV: Lisa Bennett



#1 PR Cat V: Michael Cooper



#1 PR Cat VI: Stephanie Baumann



#1 PR Cat VII: Sarah Thomson-Dufrechou



#1 PR Cat VIII: Rebecca Klebsch



Not Pictured: Malka Arony, #1 PR Cat I & Most Cards Generated



MIKE'S ADVICE FOR SUCCESS AT AIL/NILICO:

"CONSISTENCY IS KEY! ADD THREE MORE APPOINTMENTS FOR TOMORROW; THEN ADD THREE MORE OVER THE PREVIOUS DAY. THERE ARE NO SHORTCUTS; HARD WORK ALWAYS PAYS OFF IN THE END. I'M NOT THE BEST IN THE HOMES, I'M NOT THE SMARTEST GUY ..."

**I JUST KNOW
HOW TO WORK."**

MICHAEL VAN DELFT

INDIVIDUAL PRODUCER OF THE YEAR 2017

We caught up with American Income's 2017 Individual Producer of the Year Mike van Delft in his natural habitat: in his car, on the way back from "the middle of nowhere," after having worked all morning on Canada Day, which was also a Sunday. "Why not? People aren't working and are probably at home," he reasons. Before joining AIL,

Mike worked in his family's business, which was also commission sales. He decided to go his own way, and August marks his 12th year with AIL and the Imran Satti SGA office. He says when he started, he wasn't very competitive. "I did well enough to do better than everyone else in the office," he says.

Things changed for Mike when he met up with 2006 IP of the Year and record 43-time Founders Club qualifier, Max Quasem, who encouraged him to reach for more. He began to work toward goals like Founders Club, President's Club, Million Dollar Club and Spotlight rankings. "Now, it's easy," he says. "Now it's just normal."

Mike is frank about how he does business. He prefers to do most things himself, including booking his own appointments. "It helps me know in advance what I'll be walking into. The whole trick is appointments. You can't make money if you don't have people to see. I make more appointments than most people and I do it consistently. I'm not a huge closer. I'm good at what I do but it really is a numbers game," he explains.

"It took me forever to figure it out, but anybody can do it — there's no 'secret sauce' — we all can do it," Mike says. "Keep adding more appointments and you will succeed. Just put in the time. No surprises. Nothing unexpected. You can shoot for quantity, but consistency is the key. I haven't changed a thing I've been doing and it has led to consistent growth."

And that consistent growth has led to a "night and day difference" in the lifestyle he has been able to provide for his wife, Anna, and 7-year-old daughter, Sophia. "I'm so happy to be able to give her a quality education in a private school. There are three teachers per 18 students! She speaks French! It's awesome!"

When asked what's next for him, Mike says it's teaching others to do what he does. "I'm most excited about seeing others achieve success," he says. "Anybody can do it, but someone has to teach them. That's what I want to do." He is adamant that he'll be a hands-on manager. "You won't see me quit the field. If I'm going to ask someone to drive five hours a day, then I need to be willing to do that too."

Mike wants to thank "all of my AIL family," especially Mathew Hart, Laura Fisher, Ryan Hall, Max Quasem, Nathan Hunt, Michael Vasu and Matthew Parks for helping him on the road to success. "Whenever I get stuck, I know I can just call or message someone, and they're always positive and helpful, he says. "When I started, this was a job ... that turned into a career ... that turned into a family."

Congratulations, Mike, from your entire AIL/NILICO family!



ROB KANAAN

"You can't really explain Mike, you have to experience Mike! He leaves zero doubt that his mission is to be better, do better, and become better each day. Whether it is 4:30 a.m. texts of road signs on his way to his first appointment, or late night phone calls telling me about how his day went, Mike always leaves me trying to figure out how he operates at such a high level, year in and year out."

John Maxwell said, 'Talent is a gift, but character is a choice!' That is Mike. He has an undeniable talent and work ethic that is unparalleled. He's a class act and he carries himself with integrity. Mike's consistent production despite barriers like population and territory are inspiring proof that you can do anything you set your mind to. Mike brings that relentless attitude into our office every single day.

Whether racing his custom car or bikes on the track or rushing to protect the next family, Mike lives life in the fast lane but always slows down to spend time with the people he gets out of bed for: his wife and daughter.

On behalf of the Satti-Kanaan agency I want to congratulate MVD, our SGA Office MVP, on earning Individual Producer of the Year. No one deserves that title more!"



\$480,531 NET ALP • 84.6% RETENTION • PRESIDENT'S CLUB • FOUNDER'S CLUB • MILLION DOLLAR CLUB (2X)

JUNE

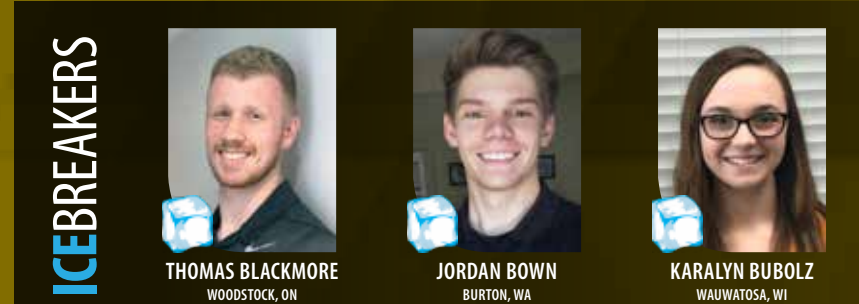
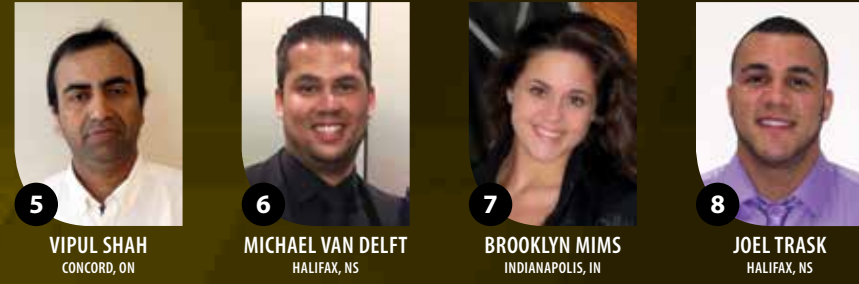
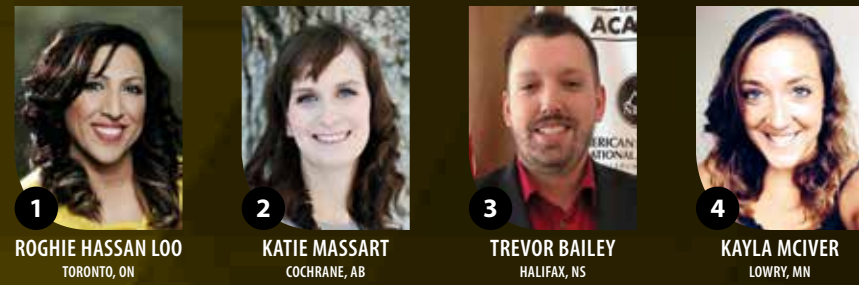
Rank	Net ALP	NTG	RET	MGA	SGA	
1	Roghie Hassan Loo	\$53,669		81.0	Roghie Hassan Loo	Chalom-Paz
2	Katie Massart	46,646		86.8	John McGrath	Altig-Orlovic
3	Trevor Bailey	37,397		87.1		Satti-Kanaan
4	Kayla McIver	36,299	95		Ryan Stenglein	Altig-Orlovic
5	Vipul Shah	35,209	100		Harjeet Rana	Imran Satti
6	Michael van Delft	34,276		92.4	Scott Wheeler	Satti-Kanaan
7	Brooklyn Mims	31,269		82.9		Moswen Taylor
8	Joel Trask	26,824		78.0	Scott Wheeler	Satti-Kanaan
9	Phi Phan	26,213		76.6	Gary Slocum	Desi Dimitrova
10	Clayton Slaughter	25,657		79.2	Andrew Batten	Michael Vasu
11	Javier Diaz	24,286		78.2	Beau Locker	Matt Henderson
12	David Flores Rivera	24,003	98		Marian Sertler	Sabrina Lloyd
13	Dustin Dunbar	23,080		82.5		Dustin Venekamp
14	Randy Souliers	22,713		91.8	Brandon Summerton	Altig-Orlovic
15	Matthew A Wilson	22,152		86.9	Robert R Hamilton	Altig-Orlovic
16	Alex Gonzales	21,387		75.3	Anthony Theriault	Mathew Hart
17	Steven Sparkes	21,310		87.6	Brandon Summerton	Altig-Orlovic
18	Jason Morris	21,253	100		Clint Perry	Altig-Orlovic
19	Jesse Fullmer	21,137	86		Clint Perry	Altig-Orlovic
20	Omar Hashimi	20,890		77.0		Don Foti
21	Oleg Novitchii	20,602		86.2	Matthew Parks	Surace-Smith
22	Fabian Aniekwensi	20,578		84.0	Christopher Chovanec	Michael Vasu
23	Jordan Bown	20,185	94		Clint Perry	Altig-Orlovic
24	Cameron Hall	19,749	88		Clint Perry	Altig-Orlovic
25	Shorne Brown	19,070		81.3	Shorne Brown	Pappas-Quadri
26	Michael Romero	19,001	92		Edward Nguyen	Mathew Hart
27	Joshua Dishong	18,817		82.0	Joshua Dishong	Surace-Smith
28	Muhammed Ashraf	18,568		88.3	Mahadai Kryshundayal	Theodore Pappas
29	Casey Jarratt	17,259	81		Mark Neilson	Altig-Orlovic
30	Colin Quigley	17,143		93.1	Daryl Graham	Surace-Smith
31	Bianca Rodriguez	16,908	89		Omar Fernandez	Cindy Furer
32	Irma Gallardo	16,768		74.8	Trenton Miller	Altig-Orlovic
33	Phillip Ray	16,712		83.7	Aaron Burke	Richard Correa
34	Richard Carter	16,598		98.2	Nicholas Lorence	Altig-Orlovic
35	Cory McNutt	16,554		80.9	Scott Wheeler	Satti-Kanaan
36	Abraham Mogilevsky	16,534		81.5	Bobby Szwaja	Theodore Pappas
37	Phillip Waisman	16,409		77.2		Satti-Kanaan
38	Max Quasem	16,296		86.4		Cohen-Cohen
39	Kareem Mutia	16,252		77.1	Steve Hartman	Dustin Venekamp
40	Richard Sidoti	16,249		79.1	Nicholas Lorence	Altig-Orlovic
41	Cory Moncol	16,072	98		Matthew Conrad	Surace-Smith
42	Slavita Hut	15,990		94.2	Slavita Hut	John Young
43	Anthony Burwell	15,774	95		Matthew Parks	Surace-Smith
44	Jessica Daniels	15,757	92		Troy Williams	Souley Bah
45	Joseph Massucci	15,325		81.9	Matthew Conrad	Surace-Smith
46	Rachel Seddon	15,292		90.5	Matthew Parks	Surace-Smith
47	Stephanie Novel	15,247		95.5		Tom Williams
48	Karalyn Bubolz	15,241	95		Matthew Cartwright	Chris Hernandez
49	David Staffieri	15,241		94.4	Dustin Dunbar	Dustin Venekamp
50	Kimberly Quinn	15,208		77.9	Ashley Smith	Altig-Orlovic

ALL TIME RECORD: \$173,887 Net ALP

YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Roghie Hassan Loo	\$210,499		81.0	Roghie Hassan Loo	Chalom-Paz
*2	Michael van Delft	195,089		92.4	Scott Wheeler	Satti-Kanaan
*3	Katie Massart	173,725		86.8	John McGrath	Altig-Orlovic
*4	Brooklyn Mims	157,121		82.9		Moswen Taylor
*5	Muhammed Ashraf	148,473		88.3	Mahadai Kryshundayal	Theodore Pappas
*6	Oleg Novitchii	147,832		86.2	Matthew Parks	Surace-Smith
*7	Phi Phan	131,379		76.6	Gary Slocum	Desi Dimitrova
*8	Kevin Gillum	131,314		87.1	Marc Salvaggi	Surace-Smith
*9	Alex Gonzales	116,923		75.3	Anthony Theriault	Mathew Hart
*10	Max Quasem	115,112		86.4		Cohen-Cohen
11	Richard Carter	113,057		98.2	Alex Smith	Altig-Orlovic
12	Irma Gallardo	111,880		74.8	Trenton Miller	Altig-Orlovic
13	Joel Trask	111,591		78.0	Scott Wheeler	Satti-Kanaan
14	Steven Dell	111,006	87		James Keefer	Simon Arias
15	Mario Hajro	110,041		79.6	Joshua Dishong	Surace-Smith
16	Dustin Dunbar	108,367		82.5		Dustin Venekamp
17	Joshua Dishong	108,328		82.0	Joshua Dishong	Surace-Smith
18	Ryan Vance	108,176		91.6	Marc Salvaggi	Surace-Smith
19	Mark Lomonaco	107,781		85.9	Tina Janti	Altig-Orlovic
20	Abraham Mogilevsky	107,324		81.5	Bobby Szwaja	Theodore Pappas
21	Hazem Aboueldahab	106,926		86.4	John McGrath	Altig-Orlovic
22	Mack Hanna	106,483	89		Rodney Ward	Zachary Hart
23	Elhanan Sing	105,415	89		Scott Wheeler	Satti-Kanaan
24	Ian Pickett	104,275		87.4	Shai Mate	Altig-Orlovic
25	Mike Reed	102,579		82.7	Meaghan Krescko	Altig-Orlovic
26	Matthew Zang	102,061		82.1	Ryan Stenglein	Altig-Orlovic
27	Eddie Beleshi	100,184	95		Darcy Schriber	Zachary Hart
28	Trevor Bailey	99,375		87.1		Satti-Kanaan
29	Brock Lampe	99,084		87.8	Dustin Dunbar	Dustin Venekamp
30	Andrew Chambers	98,979		80.3	Andrew Chambers	Philip Prata
31	Adem Abdula	98,484		83.4	Corey Helly	Gigione-Ackerman
32	Omar Hashimi	97,841		77.0		Don Foti
33	Jordan Graham	96,231		88.4	Zach Otto	Sabrina Lloyd
34	Elizabeth Garcia	94,858		88.7	Zach Otto	Sabrina Lloyd
35	Carrisa Korres	93,966		90.8	David Wang	Bob Olson
36	Steven Sparkes	92,789		87.6	Brandon Summerton	Altig-Orlovic
37	Joey Kennedy	92,708		81.6		Altig-Orlovic
38	Johnathon Bogoslawski	89,828		73.8	Sara Vaz	Altig-Orlovic
39	Daniel Perkins	89,171		81.0	Joshua Olin	Altig-Orlovic
40	Ross Ewen	88,995		76.2	Ross Ewen	Kevin Holtz
41	Andrew Bishop	88,938		85.0	Nicholas Lorence	Altig-Orlovic
42	Dina Boghdady	88,905		86.7	Luay Ghawi	Altig-Orlovic
43	Daniel Prinzo	88,834		91.6	Marc Salvaggi	Surace-Smith
44	Casey Jarratt	88,786	81		Mark Neilson	Altig-Orlovic
45	Maria Diringer	88,226		91.4	David Wang	Bob Olson
46	Tristan Dlabik	87,281	90		Brody Maughan-Evanson	Simon Arias
47	Alma B Gonzalez	86,923		85.4	Doreen Ryan-Foti	Don Foti
48	Lleison Martinez	86,815		78.3	Begona Patino-Lopez	Francisco Perez
49	Jonathan Da-al	86,701		86.9	Anita Ferris	Steve Friedlander
50	Denis Snyder	85,764		85.4	Mark Neilson	Altig-Orlovic

ALL TIME RECORD: \$939,528 Net ALP



ICEBREAKERS

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

SUPERVISING AGENTS

1 **YI SUN**
CONCORD, ON

2 **JOHN HARTIN**
DRAPER, UT

3 **XANDER DAVIS**
CHANHASSEN, MN

4 **MANALE EL AWAD**
WILMINGTON, MA

5 **COLE HATFIELD**
WEXFORD, PA

6 **AUSTIN A SMITH**
FLUSHING, NY

7 **SHAVORNE HUDSON**
MARIETTA, GA

8 **ARMANDO RIVERA**
EVERETT, WA

9 **MATTHEW STEINBACH**
CALGARY, AB

10 **SHONDA LEWIS**
COLUMBUS, OH

JUNE

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Yi Sun	\$53,748	\$59,816	97	Harjeet Rana	Imran Satti	
2	John Hartin	52,975	51,631	87	Clint Perry	Altig-Orlovic	
3	Xander Davis	39,893	38,807	88	Ryan Stenglein	Altig-Orlovic	
4	Manale El Awad	32,770	41,078		86.2	Christopher Muraca	Albert Serur
5	Cole Hatfield	29,819	33,855	89	Tyler Worstell	Simon Arias	
6	Austin A Smith	26,097	33,757	88	Jason Isanberg	Theodore Pappas	
7	Shavorne Hudson	25,403	28,512	92	Melinda Skinner	Kyle Johnson	
8	Armando Rivera	22,822	22,822	96	Hunter Houvener	Altig-Orlovic	
9	Matthew Steinbach	22,428	27,990	95	Matt McBride	Altig-Orlovic	
10	Shonda Lewis	21,641	29,497	96	Daniel Hartwig	Surace-Smith	
11	Dylan Johnson	20,992	22,977		85.4	Tom Weller	Zachary Hart
12	Ashley Hamlin	20,247	30,039	89	Elias Boles	Oldham-Gryska	
13	Elijah Brown	19,881	29,784		87.0	Brenda Fox	Hart-McCallum
14	Mariam Shahid	19,555	24,711		73.8	Shahab Mahdavinejad	Theodore Pappas
15	Corey Lumley	18,931	25,414	91	Derek Foore	Surace-Smith	
16	Manuel Diaz	18,729	27,376	88	Reynolds Akuamo	Theodore Pappas	
17	Cara Donaldson	18,489	23,336	82	Jessica St Pierre	Kris Thieme	
18	Kyle Welton	18,306	19,730	92	Kendall Wilson	Sabrina Lloyd	
19	Gjon Ljullduraj	18,026	21,126	85	Mark Dushaj	Zachary Hart	
20	William Thomas	17,961	21,479	100	Matthew Conrad	Surace-Smith	

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
*1	Yi Sun	\$144,341	\$170,957	97	Harjeet Rana	Imran Satti	
*2	Christian Gojcaj	122,652	182,821	89	Darcy Schrieber	Zachary Hart	
*3	Carolyn George	120,899	137,077	84	Duane Shaw	Sabrina Lloyd	
*4	Edward Leon	120,592	162,136	87	Mark Dushaj	Zachary Hart	
*5	Rangi Witika	117,860	136,576	94	Alipate Makaui	Steve Friedlander	
6	Carl Rice	112,117	141,028	78	Patrycja Grudzinska	Sabrina Lloyd	
7	Mark Tusing	111,561	131,601		76.5	Alix Albright	Simon Arias
8	Carey Hartman	109,404	154,796	87	Michael Russin	Simon Arias	
9	Mariam Shahid	108,725	144,889		73.8	Shahab Mahdavinejad	Theodore Pappas
10	Fili Arango	106,469	140,065		74.3		Altig-Orlovic
11	Aref Sayegh	105,933	179,922	86			Satti-Kanaan
12	Ethan Dewyer	103,031	141,632	89	Anthony Greco	Slav Bitman	
13	John Hartin	101,626	103,209	87	Clint Perry	Altig-Orlovic	
14	Manuel Diaz	98,276	128,769	88	Reynolds Akuamo	Theodore Pappas	
15	Kinga Filipiak	97,405	122,721	84	Patrycja Grudzinska	Sabrina Lloyd	
16	Taulant Bane	92,639	195,301		85.9	Josh Dishong	Surace-Smith
17	Juan Montana	86,784	122,049	88	Jordan Lacy	Simon Arias	
18	Ashley Hutson	82,467	130,936	94	Jason Bratin	Simon Arias	
19	Dana Velez	81,579	101,941	90	Walter Icaza	Beto Quintero	
20	Joel Trask	80,583	190,584		74.2	Scott Wheeler	Satti-Kanaan

ALL TIME RECORDS: \$593,315 1st 6 Mo Agt — PATRYCJA GRUDZINSKA | \$659,568 Net ALP — GEORGE KAMEL

GENERAL AGENTS

1 **AUBREY KETTLE**
EAGLE MOUNTAIN, UT

2 **PATRICIA CONTRERAS**
MIAMI, FL

3 **BLAKE TOMBLIN**
WEXFORD, PA

4 **ZACHERY KERTULIS**
CLEVELAND, OH

5 **TRAVIS KOVACH**
CLEVELAND, OH

6 **LONDON SCHLAG**
AURORA, CO

7 **CRYSTAL LARKINS**
SANTA ROSA, CA

8 **LOGAN HOLLE**
PHOENIX, AZ

9 **KRISTINA JOACHIM**
ST. PAUL, MN

10 **LOUIS PIRNIE**
LAFAYETTE, LA

JUNE

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Aubrey Kettle	\$109,320	\$115,873	95	Clint Perry	Altig-Orlovic	
2	Patricia Contreras	60,477	79,186	90	Walter Icaza	Beto Quintero	
3	Blake Tomblin	49,070	64,708	92	Tyler Worstell	Simon Arias	
4	Zachery Kertulis	43,784	67,540		88.9	Derek Foore	Surace-Smith
5	Travis Kovach	42,876	67,545	90	Matthew Conrad	Surace-Smith	
6	Landon Schlag	42,382	65,282	83	Matthew Turnquist	Richard Correa	
7	Crystal Larkins	40,732	57,521	85	Ryan Kendl	Altig-Orlovic	
8	Logan Holle	39,917	47,670	87	David Carpenter	Dustin Venekamp	
9	Kristina Joachim	39,301	57,841		96.7	Ryan Stenglein	Altig-Orlovic
10	Louis Pirnie	35,633	40,576	92	Kade Beck	Joseph Diecedue	
11	Travis Vaughn	35,320	59,401	84	Michael Russin	Simon Arias	
12	Shiv Patel	34,628	42,639		73.5	Marian Sertler	Sabrina Lloyd
13	Eric Thompson	34,596	90,889		79.7	Matthew Parks	Surace-Smith
14	Ryan Ohm	34,558	49,753		79.9	Brody Maughan-Evanson	Simon Arias
15	Seth Frisby-Jack	34,013	42,863	88	Jordan Lacy	Simon Arias	
16	Jeffrey Espinal	33,881	60,165	85	Reynolds Akuamo	Theodore Pappas	
17	Dominic Facchini	30,181	41,358	86	Jeffrey Hall	Albert Serur	
18	Jenna Grula	30,030	36,710		80.0	Sokol Fazliu	Simon Arias
19	Stella Roznovan	29,828	35,303		87.5	Sean Velasquez	Cohen-Cohen
20	George Shafiek	29,644	35,532	86	Brandon Neal	Zachary Hart	

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
*1	Patricia Contreras	\$335,425	\$421,112	90	Walter Icaza	Beto Quintero	
*2	Dulce Paz	298,552	379,867	81	Patrycja Grudzinska	Sabrina Lloyd	
*3	Jeffrey Espinal	291,491	442,280	85	Reynolds Akuamo	Theodore Pappas	
*4	Robert Adrahtas	274,370	387,268		77.4	Duane Shaw	Sabrina Lloyd
*5	Aaron Piotrowski	249,668	306,522	86	Zach Otto	Sabrina Lloyd	
6	Jenny Kim	236,554	402,849	89	Mark Neilson	Altig-Orlovic	
7	Rosemary Soto	229,012	308,291	90	Hemerson Gonzalez	Beto Quintero	
8	Michael Joseph	224,763	333,678	87	Duni Olusegun	James Cunningham	
9	Joseph Gojcaj	223,137	328,833	86	Mark Dushaj	Zachary Hart	
10	Ryan Ohm	218,158	363,373		79.9	Brody Maughan-Evanson	Simon Arias
11	Logan Holle	215,890	252,847			David Carpenter	Dustin Venekamp
12	Phillip Waisman	215,126	438,208		80.7		Satti-Kanaan
13	Travis Vaughn	212,963	429,862	84	Michael Russin	Simon Arias	
14	Landon Schlag	189,775	346,999	83	Matthew Turnquist	Richard Correa	
15	Jennifer Reed	189,082	258,025		75.4	Aaron Parks	Simon Arias
16	Mario Hajro	186,096	668,881		80.9	Joshua Dishong	Surace-Smith
17	Michael van Delft	177,503	607,610	91	Scott Wheeler	Satti-Kanaan	
18	Kurt Overy	175,923	297,226	88	Tony Geer	Surace-Smith	
19	Nadia Feleti	174,610	215,075	94	Alipate Makaui	Steve Friedlander	
20	Brent Bowling	170,371	823,846		84.0	Marc Salvaggi	Surace-Smith

ALL TIME RECORDS: \$1,565,713 1st 6 Mo Agt — MEGAN JOHNSON | \$1,751,795 Net ALP — BRENT BOWLING



JOSHUA OLIN
VANCOUVER, WA



ELIAS BOLES
ROCHESTER, NY



IV ROGHIE HASSAN LOO
TORONTO, ON



V HEMERSON GONZALEZ
MIAMI, FL



VI WALTER ICAZA
MIAMI, FL



VII DUNI OLUSEGUN
INDIANAPOLIS, IN



VIII HUNTER HOUVENER
LYNNWOOD, WA



IX DAVID NHAM
TACOMA, WA



X MATT MCBRIDE
CALGARY, AB



Rookie
MATTHEW NEISH
CALGARY, AB

JUNE

Category	% Growth	Net ALP	Benchmark	NTG	RET	SGA
I Joshua Olin	17.8%	\$137,997	\$117,164	79.5	Altig-Orlovic	
Ryan Stenglein	8.0%	146,258	135,449	77.4	Altig-Orlovic	
III Elias Boles	38.2%	\$118,718	\$85,894	75.5	Oldham-Gryska	
Kimberly Hamilton	18.5%	99,961	84,326	79.2	Oldham-Gryska	
IV Roghie Hassan Loo	49.3%	\$92,855	\$62,200	79.8	Chalom-Paz	
Elyse Bryan	41.8%	95,507	67,349	78.4	Souley Bah	
V Hemerson Gonzalez	42.8%	\$77,140	\$54,028	74.6	Beto Quintero	
Levar Morgan	7.4%	55,090	51,290	73.6	Theodore Pappas	
Fritznel Octave	4.6%	58,422	55,841	84.8	Tom Williams	
VI Walter Icaza	121.0%	\$103,974	\$47,049	76.5	Beto Quintero	
Brandon Summerton	40.6%	71,122	50,588	81.9	Altig-Orlovic	
Samuel Cohen	22.3%	57,498	46,996	77.1	Pappas-Quadri	
VII Duni Olusegun	39.5%	\$51,200	\$36,713	76.5	James Cunningham	
Brody Maughan-Evanson	29.9%	49,218	37,900	79.7	Simon Arias	
Kasali Kotun	2.5%	39,439	38,470	75.8	Tom Williams	
VIII Hunter Houvener	78.4%	\$50,028	\$28,035	76.1	Altig-Orlovic	
Jonathan L Jones	68.4%	57,349	34,048	77.6	Corey Neff	
Jesse Benwell	62.3%	47,968	29,560	78.7	Imran Satti	
IX David Nham	118.4%	\$48,878	\$22,375	81.4	Altig-Orlovic	
Kyle Schroeder-Gurnicz	41.5%	35,016	24,742	79.8	Altig-Orlovic	
Slavita Hut	31.0%	26,112	19,939	86.6	John Young	
X Matt McBride	175.8%	\$45,178	\$16,381	77.3	Altig-Orlovic	
Christopher Chovanec	86.2%	21,819	11,717	81.0	Michael Vasu	
Marcus Martin	84.1%	13,368	7,260	77.2	Altig-Orlovic	

JUNE ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Matthew Neish	157.2%	\$45,913	\$29,200	\$45,913	89.1	Altig-Orlovic	
David Carpenter	147.9%	43,176	29,200	55,635	73.9	Dustin Venekamp	
Alexander Johnston	122.0%	35,626	29,200	65,523	78.7	Oldham-Gryska	
Kade Beck	119.7%	34,954	29,200	44,075	75.7	Joseph Diecedue	
Edmaggie Myrthil	117.5%	34,314	29,200	64,847	80.2	Theodore Pappas	
Hayden Hill	116.1%	33,909	29,200	38,604	82	Dustin Venekamp	
Avi Kauderer	112.5%	32,848	29,200	80,949	77.2	Oldham-Gryska	

YTD

Category	% Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mark Neilson	30.5%	\$1,220,144	\$934,790	75.0	Altig-Orlovic	
Joshua Olin	12.6%	791,529	702,985	79.5	Altig-Orlovic	
Ryan Stenglein	3.4%	840,676	812,692	77.4	Altig-Orlovic	
II Brian Zuzick	6.8%	\$621,904	\$582,294	73.6	Laura Fisher	
III Kimberly Hamilton	35.2%	\$683,899	\$505,956	79.2	Oldham-Gryska	
Reynolds Akuamoa	15.8%	623,949	538,861	75.9	Theodore Pappas	
Daniel G Johnson	9.8%	568,431	517,505	79.1	Hart-McCallum	
IV Elyse Bryan	48.2%	\$598,736	\$404,097	78.4	Souley Bah	
Roghie Hassan Loo	18.3%	441,423	373,202	79.8	Chalom-Paz	
V Hemerson Gonzalez	32.3%	\$428,829	\$324,170	74.6	Beto Quintero	
Luay Ghawi	23.4%	379,443	307,386	84.9	Altig-Orlovic	
Thomas Vena	22.4%	379,736	310,349	84.2	Simon Arias	
VI Walter Icaza	107.8%	\$586,649	\$282,297	76.5	Beto Quintero	
Christopher Bentley	34.9%	359,418	266,456	73.7	Altig-Orlovic	
Samuel Cohen	26.9%	357,759	281,974	77.1	Pappas-Quadri	
VII Duni Olusegun	75.2%	\$385,875	\$220,276	76.5	James Cunningham	
Brody Maughan-Evanson	49.0%	338,801	227,399	79.7	Simon Arias	
Duane Shaw	45.3%	351,644	241,996	77.6	Sabrina Lloyd	
VIII Hunter Houvener	78.4%	\$50,028	\$28,035	76.1	Altig-Orlovic	
Jonathan L Jones	68.4%	57,349	34,048	77.6	Corey Neff	
Jesse Benwell	62.3%	47,968	29,560	78.7	Imran Satti	
IX Stephen Giddens	105.8%	\$280,555	\$136,320	77.3	Ryan Giddens	
George O'Shea	50.4%	213,702	142,133	74.5	Giglione-Ackerman	
Michael C Williams	45.3%	144,768	99,604	79.4	Matt Henderson	
X Matt McBride	165.3%	\$260,794	\$98,287	77.3	Altig-Orlovic	
Jose Lopes	98.9%	40,859	20,540	74.2	Philip Prata	
Felipe Machado-Santanna	91.6%	144,183	75,248	73.2	Cisco Perez	

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Michael McKiernan	157.7%	\$276,252	\$175,200	\$348,050	82	Dustin Venekamp	
Avi Kauderer	156.1%	273,472	175,200	582,727	75.4	Oldham-Gryska	
Tina Janti	149.6%	262,135	175,200	582,917	74.5	Altig-Orlovic	
David Carpenter	137.1%	240,181	175,200	321,729	76.1	Dustin Venekamp	
Andrew Batten	128.4%	224,893	175,200	492,531	87	Michael Vasu	
Meaghan Krecsko	119.0%	208,519	175,200	322,138	87	Altig-Orlovic	
David Rigney	114.5%	200,530	175,200	324,957	73.3	Kevin Holtz	
Michael Stuver	113.1%	198,210	175,200	266,928	76.8	Zachary Hart	
Hayden Hill	112.4%	196,892	175,200	261,803	82	Dustin Venekamp	
Alipate Makaui	109.9%	192,617	175,200	344,805	95	Steve Friedlander	

Spotlight recognizes the top three Master General Agents in Categories I-X with positive growth and the top ten Rookies with minimum 100% Performance Factor. Figures reflect hierarchy transfer adjustments.

REGIONAL GENERAL AGENTS



II
CHRISTOPHER HINTZ
CALGARY, AB



IV
MARK NEILSON
MILPITAS, CA



V
JAKE YAGJIAN
WILMINGTON, MA



VI
HEMERSON GONZALEZ
MIAMI, FL



VII
ELYSE BRYAN
LANHAM, MD



VIII
DAVID CARPENTER
PHOENIX, AZ



IX
JONATHAN JONES
LAS VEGAS, NV



X
MICHAEL MCKIERNAN
PHOENIX, AZ

JUNE

Category	% Growth	Net ALP	Benchmark	NTG	RET	SGA
II Christopher Hintz	9.7%	\$259,680	\$236,644		78.9	Altig-Orlovic
Joshua Olin	2.2%	326,284	319,401		76.0	Altig-Orlovic
IV Mark Neilson	37.3%	\$221,988	\$161,709		75.1	Altig-Orlovic
V Jake Yagjian	46.9%	\$173,778	\$118,299		75.7	Albert Serur
VI Hemerson Gonzalez	77.3%	\$181,114	\$102,149		76.0	Beto Quintero
Elias Boles	38.2%	118,718	85,894		75.5	Oldham-Gryska
Tyler Worstell	26.1%	106,511	84,467		81.9	Simon Arias
VII Elyse Bryan	87.5%	\$126,271	\$67,349		73.3	Souley Bah
Christopher Bentley	45.1%	89,953	62,014		74.7	Altig-Orlovic
David Nham	34.9%	80,724	59,838		77.2	Altig-Orlovic
VIII David Carpenter	192.5%	\$144,650	\$49,449		74.5	Dustin Venekamp
Ryan McIntosh	44.0%	75,571	52,491		73.7	Altig-Orlovic
Jason Bratin	42.7%	72,420	50,749		81.5	Simon Arias
IX Jonathan Jones	137.7%	\$80,924	\$34,048		77.6	Corey Neff
Jacqueline Kabluyen	67.2%	68,642	41,060		73.7	Altig-Orlovic
Patrick Duray	63.6%	47,544	29,056		74.2	Chad Deley
X Michael McKiernan	69197.5%	\$42,909	\$62	83		Dustin Venekamp
Sanaz Mirza Baig	14611.7%	194,366	1,321	91		Imran Satti
Dustin Holtz	408.3%	54,875	10,795	84		Kevin Holtz

YTD

Category	% Growth	Net ALP	Benchmark	NTG	RET	SGA
I Thomas Vena	7.1%	\$2,151,051	\$2,008,882		78.3	Simon Arias
Matthew Diulus	2.5%	2,023,385	1,974,931		76.4	Simon Arias
II Joshua Olin	9.4%	\$2,096,445	\$1,916,406		76.0	Altig-Orlovic
Christopher Hintz	8.1%	1,534,277	1,419,862		78.9	Altig-Orlovic
III Brian Schreiter	11.3%	\$1,215,520	\$1,091,636		75.9	Joseph Diecedue
Ryan Stenglein	7.8%	1,198,145	1,111,886		76.3	Altig-Orlovic
IV Mark Neilson	85.0%	\$1,795,333	\$970,255		75.1	Altig-Orlovic
Paul Kelly	5.7%	1,025,211	970,099		78.5	Steve Friedlander
Luay Ghawi	4.1%	1,013,183	973,224		81.3	Altig-Orlovic
V Jake Yagjian	42.3%	\$1,009,947	\$709,796		75.7	Albert Serur
VI Hemerson Gonzalez	66.1%	\$1,017,746	\$612,895		76.0	Beto Quintero
Kimberly Hamilton	35.2%	683,898	505,956		79.2	Oldham-Gryska
Michael Clemente	7.4%	627,209	584,005		74.6	Simon Arias
VII Christopher Bentley	77.4%	\$660,156	\$372,085		74.7	Altig-Orlovic
Andrew Batten	76.8%	709,691	401,416	87		Michael Vasu
Elyse Bryan	68.3%	680,081	404,097		73.3	Souley Bah
VIII David Carpenter	282.1%	\$1,133,622	\$296,694		74.5	Dustin Venekamp
Jeffrey Hall	43.1%	398,239	278,219		76.9	Albert Serur
Jason Bratin	36.8%	416,497	304,495		81.5	Simon Arias
IX Marissa Cunningham	143.3%	\$660,484	\$271,440		75.5	James Cunningham
Jonathan Jones	90.4%	388,912	204,290		77.6	Corey Neff
Patrick Duray	75.1%	305,177	174,337		74.2	Chad Deley
X Michael McKiernan	102993.8%	\$383,014	\$372	83		Dustin Venekamp
Sanaz Mirza Baig	9447.9%	756,860	7,927	91		Imran Satti
Dustin Holtz	507.2%	393,307	64,773	84		Kevin Holtz

Spotlight recognizes the top three Regional General Agents in Categories I-X with positive growth. Figures reflect hierarchy transfer adjustments.

CATEGORY I



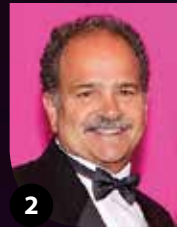
1 MARK GAGLIARDI
OAKLEY, CA



2 DAVID SCALISI
MANLIUS, NY



1 AL WALL
HOLLAND LANDING, ON



2 GEORGE FARENTHOLD
WASHINGTON, DC



1 TIMOTHY LEARY
BUFFALO, NY



2 TONY ANDERSON
INDIANAPOLIS, IN

CATEGORY II

CATEGORY III

CATEGORY IV



1 PATRENA SMITH
E HARTFORD, CT



2 RANDY STOCKLEY
TWILLINGATE, NL



1 VIVIAN DWYER
HARTFIELD, VA



2 CHERYL COOK
E BERLIN, PA



1 JANIS PITTS
SHREVEPORT, LA



2 MARIA SIERO
AUSTIN, TX

CATEGORY V

CATEGORY VI

CATEGORY VII



1 KEVIN MCKEEN
WATERVLIET, NY



2 JERRY HARTNETT
REYNOLDSBURG, OH



1 JAYMZ HALL
RICHFIELD, MN



2 LISA QUEENER
SUMMERSVILLE, WV

CATEGORY VIII

1ST SIGNED TG



TIMOTHY SURMAN
CALGARY, AB

TOP MANAGERS

CATEGORY I



1 TAMI WILLIAMS
WESTFIELD, IN

CATEGORY II



1 JT TASKER
N CHILL, NY

CATEGORY III



1 CHUCK HILL
LODI, CA

INDIVIDUAL REPS: JUNE

Category	Rank	Name	Cards	Obj	% Obj
I	1	Mark Gagliardi	2,596	1,617	160.5%
	2	David Scalisi	1,460	1,565	93.3%
	3	David Blaisdell	2,002	2,158	92.8%
II	1	Al Wall	1,165	1,235	94.3%
	2	George Farenthold	1,217	1,305	93.2%
III	1	Timothy Leary	1,660	1,035	160.4%
	2	Tony Anderson	1,418	1,124	126.1%
IV	1	Patrena Smith	1,166	1,028	113.4%
	2	Randy Stockley	975	991	98.3%
	3	Stephen Matous	874	935	93.5%
V	1	Vivian Dwyer	1,586	912	173.9%
	2	Cheryl Cook	1,272	845	150.5%
	3	Lisa McGee	887	828	107.1%
VI	1	Janis Pitts	1,209	791	152.8%
	2	Maria Siero	917	804	114.0%
	3	Mark Flemm	663	746	88.8%
VII	1	Kevin McKeen	822	641	128.3%
	2	Jerry Hartnett	572	633	90.3%
VIII	1	Jaymz Hall	1,490	489	304.7%
	2	Lisa Queener	1,258	463	271.8%
	3	Holland Harriss	713	516	138.2%
Rookie	1	Lisa Queener	1,258	463	271.8%
IceBreaker	1	Jaymz Hall	1,490	489	304.7%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Name	Cards	Obj	% Obj
I	*1	David Blaisdell	16,561	12,947	127.9%
	2	Jessica Treybick	10,556	10,265	102.8%
	3	Robin Andrade	12,643	14,144	89.4%
II	*1	Kathy Pappas	11,787	7,715	152.8%
	2	Darrell Dorey	11,034	8,467	130.3%
	3	Al Wall	8,343	7,411	112.6%
III	*1	Tony Anderson	8,248	6,746	122.3%
	2	Timothy Leary	6,102	6,210	98.3%
IV	3	Rebecca Klebsch	6,791	6,932	98.0%
	*1	Krissa Hensley	6,319	6,184	102.2%
	2	Sue Akers	5,302	6,018	88.1%
V	3	Steve Orcheron	4,768	5,683	83.9%
	*1	Vivian Dwyer	7,260	5,473	132.7%
	2	Carl Zablontny	5,470	5,175	105.7%
VI	3	Cas Robinson	4,958	4,992	99.3%
	*1	Jeffrey Hapke	4,003	3,994	100.2%
	2	Maria Siero	4,360	4,823	90.4%
VII	3	Mark Flemm	3,730	4,479	83.3%
	*1	Kevin McKeen	6,198	3,843	161.3%
	2	Melissa Lively	5,346	3,717	143.8%
VIII	3	Donna Altshue	4,807	3,762	127.8%
	*1	Gabriela Berloni	6,433	1,568	410.4%
	2	Lisa Queener	9,134	2,778	328.9%
3	Bryan Uhl	4,346	3,170	137.1%	

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: JUNE

Category	Rank	Name	Cards	Obj	% Obj
I	1	Tami Williams	7,027	7,438	94.5%
II	1	JT Tasker	6,722	6,458	104.1%
III	1	Chuck Hill	5,477	4,626	118.4%

MANAGERS: YTD

Category	Rank	Name	Cards	Obj	% Obj
I	*1	Tami Williams	44,770	44,627	100.3%
2	Brian Ryan	41,457	45,207	91.7%	
II	*1	John Keliher	27,561	30,690	89.8%
	2	Christa Davis	26,132	31,051	84.2%
III	*1	Chuck Hill	25,741	27,754	92.7%

MOST ORIGINAL CARDS GENERATED: YTD

- 1** GABRIELA BERLONI 4,896
- 2** RONA PILEGGI SPANO 3,286
- 3** CARL ZABLONTNY 3,063



1 GABRIELA BERLONI
TORONTO, ON


PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.


LEADERSHIP BONUS

1




MARC SALVAGGI
\$22,890
Surace-Smith

2




SCOTT WHEELER
\$21,430
Satti-Kanaan

3




MATTHEW PARKS
\$20,981
Surace-Smith

4



MARK NEILSON
\$16,454
Altig-Orlovic

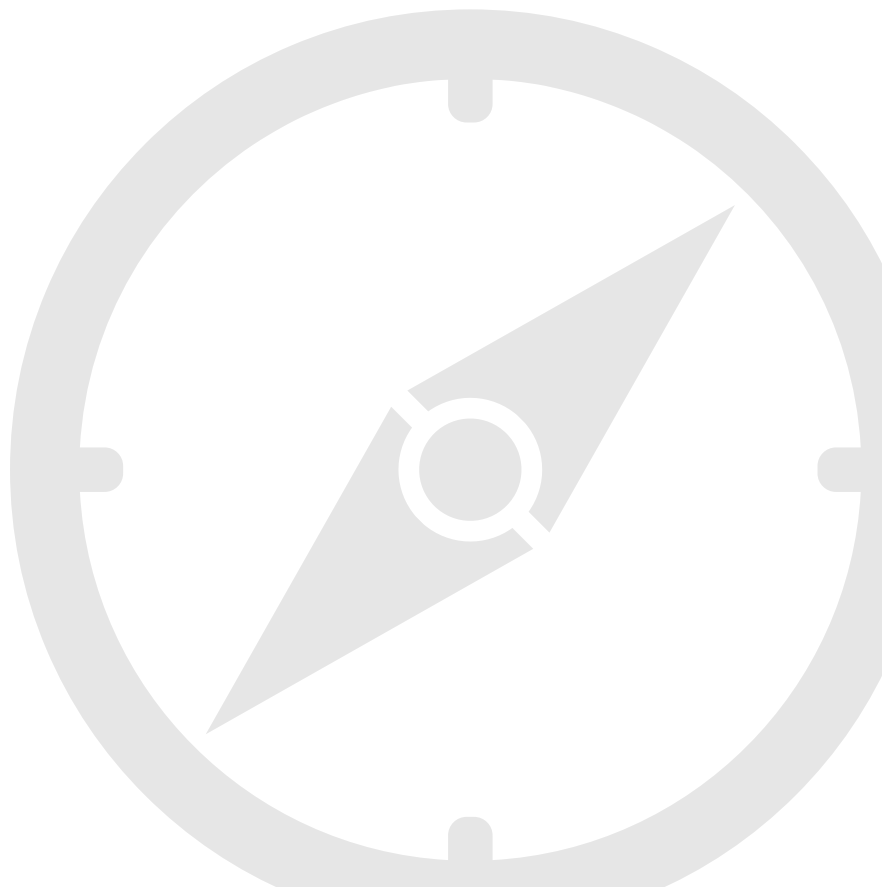
5



RYAN STINSON
\$16,208
Altig-Orlovic


JUNE BONUS LEADERS PAYOUT: \$1,254,348 QUALIFIERS: 622

<p>\$ 22,890 Marc Salvaggi 21,430 Scott Wheeler 20,981 Matthew Parks 16,454 Mark Neilson 16,208 Ryan Stinglein 14,472 Daniel Hartwig 14,219 Joshua Olin 13,693 Elyse Bryan 12,795 Clint Perry 11,246 Blake Higuchi 10,612 Michael Stuver 10,524 Walter Icaza 10,044 Doreen Ryan-Foti 9,897 Andrew Batten 9,793 John McGrath 9,066 Derek Foore 8,969 Reynolds Akuamoaa 8,899 Dustin Dunbar 8,896 Elias Boles 8,611 Mark Dushaj 8,610 Daniel G Johnson 8,594 Zach Otto 8,089 Matthew Conrad 7,986 Brian Zuzick 7,965 Jason Bratin 7,918 Joshua Dishong 7,809 Tyler Worstell 7,790 Matt McBride 7,745 Tom Weller 7,736 Bobby Gujral 7,514 Kimberly Hamilton 7,380 Shahab Mahdavinnejad 7,342 Levar Morgan 7,250 Luay Ghawi 7,196 Brenda Fox 7,033 Sara Vaz 6,877 Brent Bowling 6,869 Britton Costa 6,750 Thomas Vena 6,734 Beau Locker 6,603 Edward Nguyen 6,383 Matthew Diulus 6,378 Avi Kauderer 6,344 Lamar Livingston 6,264 Harjeet Rana 6,208 Dominick Williams</p>	<p>\$ 6,094 Ryan Wilson 6,091 Brody Maughan-Evanson 6,046 Melinda-Rae Lyse 6,027 David Wang 5,988 Christopher Muraca 5,974 Hemerson Gonzalez 5,914 Phillip Waisman 5,784 David Carpenter 5,658 Corey Helly 5,602 London Burnett 5,500 Jordan Lacy 5,483 Nasr Quadri 5,236 Edmaggie Myrthil 5,209 Christopher Bentley 5,189 Steven King 5,167 Christie Jauch 5,160 Asiguy Haugabook 5,122 Yemi Akinade 5,102 Aaron Burke 5,064 Bobby Szwaja 5,007 Anthony Theriault 4,980 Sean Velasquez 4,958 Robert R Hamilton 4,899 Tina Janti 4,877 Christopher Hintz 4,847 Joshua Jackson 4,768 Andrew McQuade 4,701 Duane Shaw 4,670 Jessica St Pierre 4,639 Joshua Goodman 4,480 Travis Stucki 4,440 Alan Sedaghat 4,433 Jesse Benwell 4,371 Yussuf El-Zein 4,345 Samuel Cohen 4,344 Jeffrey Hall 4,277 Patrick Knouse 4,251 Hayden Hill 4,246 Kaitlyn Brandt 4,244 Matthew Turmquist 4,231 Daniel Walton 4,223 Eric Thompson 4,179 Sylvain Kalombo 4,178 Natalie Linker 4,144 Meaghan Krescko 4,092 Patrycja Grudzinska</p>	<p>\$ 4,018 David Fiscu 3,920 Jose Viramontes 3,916 Hunter Houvener 3,912 Kevin Lowery 3,870 Darcy Schrieber 3,858 Jenny Kim 3,844 Jeffery Thiel 3,804 Joshua Krueger 3,682 Michael Russin 3,552 Michael Musso 3,551 Shai Mate 3,530 Gary Slocum 3,514 Mahadai Christiansen 3,504 Andrew Wagner 3,482 Justin Sutton 3,482 Joseph Kanaan 3,475 Demitrius Lucas 3,434 Megan Johnson 3,423 Cody Terrell 3,422 Brett Maurice 3,410 Paul Kelly 3,392 Kody Kramme 3,389 Jason Isanberg 3,339 Ryan Hall 3,322 Alix Albright 3,312 Jonathan Jones 3,307 Kade Beck 3,293 Michael van Delft 3,268 Anita Ferris 3,266 Alipate Makaui 3,255 Alex Kae 3,195 John Ophals 3,190 Kevin Davis 3,166 Nicholas Lorence 3,143 Jeremy Rivers 3,068 Jake Yagjian 3,063 Jonni Ng 3,035 Kristina Joachim 2,997 Aaron Parks 2,980 David Staffieri 2,976 Melinda Skinner 2,893 Donte Grant 2,864 Christopher Botelho 2,861 Francis Ingulli 2,855 Mandale Tolefree 2,853 Mario Hajro</p>	<p>\$ 2,821 Ariana Jones 2,813 Alex Smith 2,812 Aaron Friedlander 2,785 Matthew Cartwright 2,766 Morgan Lobello 2,747 Alma Lozano 2,733 Angel Martinez 2,726 Trenton Miller 2,679 Paul M Smith 2,658 Ronald Rivera 2,649 Daryl Graham 2,628 Alan Fricke 2,598 Mahadai Kryshundayal 2,592 Christopher Buttacavoli 2,579 Charles Ferrari 2,579 Charles Ferrari 2,575 Brandon Neal 2,566 Alberto Alcalá 2,562 Johnny Ly 2,556 Kay Pomroy 2,553 Rachel Brown 2,544 Jamell Ramsay 2,543 Micah Focken 2,527 Erna Gasanin 2,488 Travis Kovach 2,480 Sacramento Juarez 2,474 Nicki Griffiths 2,429 Raul Rojas 2,425 Patrick Rieger 2,411 Nic Iagulli 2,411 Chris La Fond 2,408 Craig Strompf 2,347 Francesca Veltri 2,326 George O'Shea 2,296 Jonathan Emura 2,292 Zachery Kertulis 2,290 Jeffrey Hudson 2,277 Virakbot Oung 2,263 Anadeto Arevalo 2,247 Sokol Fazliu 2,224 Ernest Powell 2,215 Joshua Yurinko 2,208 Mark Lahijani 2,208 Temesghen Starr 2,207 Patrick Duray 2,194 Michael Mandella 2,181 Sashia Veerman</p>	<p>\$ 2,164 Daniel LaFontaine 2,145 James Keefer 2,119 Tyler McKnight 2,101 Cyan Kissinger 2,096 Kendall Wilson 2,080 Bryan Juskiw 2,061 Aubrey Kettle 2,056 Ryan Witham 2,042 Taina Lameko 2,029 Jonathan Kinnard 2,020 Evan Holzhauser 2,015 Jared Cleckner 2,012 Jonathan Russell 2,007 Dustin Dunlap 2,004 Matthew Cessna 1,984 Crystal Larkins 1,980 Anthony Greco 1,977 Jinelly Urena 1,953 Mike Paragiou 1,949 Andrew Chambers 1,934 Dana Black 1,927 James Harding 1,916 Eric Snyder 1,859 Kyle Lewicki 1,836 Jorge Leon 1,810 Darrell Asbell 1,806 Duni Olusegun 1,800 Ryan McIntosh 1,777 Brackin Flitton 1,770 Dan Ikei 1,765 Chad Panzer 1,762 Daniel Pettit 1,760 Edwin Delgado 1,757 Keona France 1,739 Travis Vaughn 1,735 Shome Brown 1,704 Kevin Appasamy 1,688 Sina Heak 1,686 Nsilo Reynolds 1,680 Stuart Pagan 1,675 Jeffrey von Kienast 1,672 Saul Lopez 1,672 Rawad El Ghadban 1,666 Gregory Rudolph 1,665 Bryant Logan 1,652 Mizhram Rivera</p>	<p>\$ 1,650 Justin Allain 1,637 Joseph Rotolo 1,633 Tiffany Beadnell 1,632 Juan Rivera 1,632 Justin LoPatriello 1,631 Joshua Reyes 1,630 Alexander Johnston 1,627 Aaron Piotrowski 1,603 Brian Schreiter 1,598 Chris McFoy 1,595 Blake Dempsey 1,554 Chad McLaughlin 1,546 Ariel Demesa 1,542 Jessica Willhite 1,508 Alon Bamur 1,504 Maren Conway 1,492 Dario Messina 1,479 Jeffrey Espinal 1,465 James Marks 1,465 Patricia Contreras 1,447 Blake Tomblin 1,446 Timothy Bugge 1,444 Shayla Williamson 1,430 Brandon Baker 1,426 Matthew Halbmaier 1,423 Joshua Randolph 1,398 Oleg Novitchii 1,386 Daniel Dunham 1,378 William Parmeter 1,355 Lidia Meglei 1,345 Dina Boghdady 1,341 Jesus Parra 1,335 Elizabeth Chilson 1,322 Begona Patino-Lopez 1,299 Evan Donoghue 1,298 Robert Park 1,297 Gevorg Yanukyan 1,286 Jordan Siudy 1,282 Sean Hansen 1,282 Logan Holle 1,276 David Hausman 1,269 Steven Barton 1,259 John Bacaron 1,258 Deserick Davenport 1,238 Joseph McCallister 1,234 Andre Bent</p>	<p>\$ 1,227 Aziz Farsakh 1,222 Kasali Kotun 1,220 John Nieves 1,219 Steven Baum 1,200 Kelvin Fernandez 1,199 Michael Laramie 1,185 Michael McKiernan 1,158 Edwin Cuevas Quinones 1,150 Sherrie McCarty 1,148 Kevin Butchino 1,136 Kerlens LaRose 1,130 Aaron Parsons 1,130 Michael Joseph 1,128 Devon Chapman 1,125 Stephen Jeung 1,122 Michael Russo 1,121 Tiffany Babin-Washington 1,116 Telley Fulton 1,113 Minh Phung</p>	<p>\$ 1,104 Preston Lewis 1,102 Ho Tran 1,093 Deonte Jones 1,092 Dulce Paz 1,088 Phylo Phylo 1,087 Marisa Willgruber 1,086 Clayton Slaughter 1,085 Rovena Lulgjuraj 1,082 Darren Miller 1,081 Derya Ekren 1,080 Joseph Grider 1,071 Jessica Santamarina 1,067 Arthur Trost 1,061 Cara DeFiore 1,041 Joseph Gojcaj 1,027 Bryan Czajkowski 1,023 Tabitha McDermid 1,007 Eric Peyton 1,003 Mohamad Raychouni 1,001 Jamie Winters</p>	<p>\$ 991 Matthew Sutton 985 Robert Adrahtas 970 Jesse Spencer 961 Maxon Elozier 958 Thomas Huynh 957 Steven Phillips 957 Orby Kelley 946 James Sodan 945 Ransley Vazquez 944 Slavita Hut 934 Justin Adams 928 Mary-Delores Ayarzagaitia 927 Sherly Philippe 924 Michael Clemente 923 Raul Aquino 922 Mickey Adkins 911 Dia Ghandour 908 Alon Fischer 904 Marie Laine</p>	<p>\$ 884 Ryan Ohm 877 Nicole Sanders 873 Bryanna Campos 872 Matthew Neish 867 Taurean Flourmoy 864 Ronald L Davis 857 Dominic Facchini 856 Jason von Rosenberg 849 Brandon Mogel 845 Ryan Bevan 839 Jordan Reinhold 836 Jovanie Scarlett 836 Sean Sparkman 826 Jagdish Sukhu 814 Andrew Hynan 810 Marissa Ault 809 Dustin Holtz 804 Darius Rowan 798 Landon Schlag 793 Stephen Coons</p>	<p>\$ 791 Azar Afnan 778 Nadia Feleti 770 Zachary Button 754 George Shafiek 752 Zoltan Krescko 749 Jasmine Rosario 745 Christopher Montbriand 729 Timothy Wilson 716 Richard Millington 711 Anthony Padilla 710 Daniel Li 702 Felipe Machado-Santanna 701 Jennifer Reed 695 Heriberto Chavez 692 Anthony Sava 683 Karen Lamey 681 Ryan Dean 672 DeShannon Boyd 660 Penelope King</p>	<p>\$ 656 Lynn Jenkins 650 Trace Johnson 643 Deaveon Francisco 642 Lindsey Dettwiller 641 Rupinder Toor 615 Brendan Bradfield 598 DeAnthony Hartman 595 Dwight Dube 587 Paul Samra 579 Gregory Soto 555 Laura Dennee 546 Barbara Seyoum 543 Mark Diskin 543 Marie Campbell 535 Kory Louvelle 528 Maurice Coleman 524 Jason Yamchuk 520 Samisoni Koloa 514 Matthew Ficarra 514 Rachel Efenbein</p>
---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------



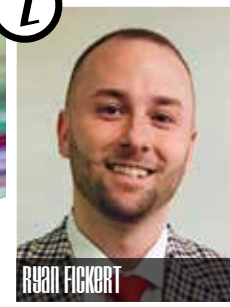
RGA LEADERSHIP BONUS

1




PATRICK BENDURE
\$20,868
Surace-Smith

2



RYAN FICKERT
\$20,365
Zachary Hart

3



MATTHEW PARKS
\$18,695
Surace-Smith

JUNE BONUS LEADERS


PAYOUT: \$255,669

QUALIFIERS: 110

\$ 20,868 Patrick Bendure	\$ 5,133 Marc Salvaggi	\$ 3,061 Corey Helly	\$ 1,674 Luay Ghawi	\$ 1,017 Bobby Szwaja	\$ 763 Nasr Quadri
20,365 Ryan Fickert	4,588 Matthew Turnquist	3,057 Joshua Olin	1,628 Ryan Wilson	994 John Ophals	742 Robert R Hamilton
18,695 Matthew Parks	4,290 Ricardo Subero	2,938 Sean Velasquez	1,585 Ryan Hall	992 Marisa Willgruber	731 Patrick Knouse
10,915 Christopher Hintz	4,242 Michael Laramie	2,853 Brian Schreiter	1,548 Janet Quintana	912 Ryan Stenglein	689 Kevin Appasamy
9,693 Sanaz Mirza Baig	4,216 Andrew Batten	2,449 Shahab Mahdaveinejad	1,482 Charles Ferrari	894 Dustin Dunbar	675 Johnny Ly
9,646 Mark Neilson	4,030 Bobby Gujral	2,343 John Conard	1,411 Blake Higuchi	859 Brandon Summerton	630 Kay Pomroy
9,616 Thomas Vena	3,674 Stephen Giddens	2,337 Christopher Bentley	1,278 Melinda-Rae Lyse	854 Zach Otto	596 Evan Donoghue
8,782 Steven Redd	3,616 Jake Yagjian	2,287 Paul Kelly	1,269 Daniel Hartwig	835 Randy Teyssier	567 Mark Beckford
8,572 Matthew Diulus	3,409 Andrew McQuade	2,149 Beau Locker	1,192 Michael Clemente	825 Jesse Rennich	551 Lorena Barriere
6,870 Levar Morgan	3,157 Hemerson Gonzalez	2,084 Reynolds Akuamoa	1,126 Chris La Fond	822 Jonni Ng	527 Jeremy Rivers
6,375 Justin Adams	3,110 Steven King	1,697 Michael Gerstein	1,110 Jinelly Urena	794 Stephen Jeung	504 Kyle Lewicki
5,329 Robert Janev	3,063 Nicholas Lorence	1,682 David Carpenter	1,065 Jesse Doherty	778 Ryan McIntosh	


SA/YA DIRECT CODE FIELD TRAINING BONUS

1




YI SUN
\$12,181
Imran Satti

2



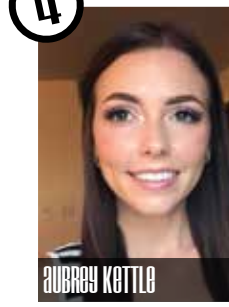
JOHN HARTIN
\$10,516
Altig-Orlovic

3




XANDER DAVIS
\$8,649
Altig-Orlovic

4



AUBREY KETTLE
\$6,900
Altig-Orlovic

5



DANIEL J JOHNSON
\$5,170
Altig-Orlovic

JUNE BONUS LEADERS

PAYOUT: \$665,736

QUALIFIERS: 609

\$ 12,181 Yi Sun	\$ 2,590 Taulant Bane	\$ 1,986 Christopher Montbriand	\$ 1,602 Ariana Jones	\$ 1,055 Anthony Ferraro
10,516 John Hartin	2,580 Juan Montana	1,963 Ryan Arnoldy	1,600 Joshua Morris	1,055 Bryan Leonard
8,649 Xander Davis	2,563 Kevin Kondrad	1,950 David Duddy	1,591 Laura Dennee	1,054 John-Ryan Goguen
6,900 Aubrey Kettle	2,525 Avery Hearn	1,946 Eric Snyder	1,572 Mari Andrade	1,053 Christianne De Oliveira
6,900 Aubrey Kettle	2,471 Andrew Flores	1,941 Wesley Shure	1,571 Benjamin Sager	1,046 Julina Quessa
4,992 Ryan Ohm	2,445 Abel Gamo	1,921 Payam Sami	1,568 Jonah Powell	1,039 Cashona Lavergne
4,961 Manale El Awad	2,442 Arthur Trost	1,901 Donald Stone	1,567 Jared Holmes	1,038 Aaron Piotrowski
4,559 Eric Butt	2,437 Carolyn George	1,878 Christopher Martindale	1,562 Sean Mitchell	1,034 Fili Arango
4,413 Crystal Larkins	2,436 Logan Akers	1,866 Christopher Gebhardt	1,556 Sean Sullivan	1,033 Ashli Gronberg
4,291 Theodore Ryan	2,401 Riche Hays	1,860 Oleg Novitchii	1,555 Garrett Shelton	1,033 Joseph Harnden
3,913 Cole Hatfield	2,399 Adonis Meyers	1,824 Adem Abdula	1,551 James Tolley	1,031 Bianca Pensyaba
3,834 Austin A Smith	2,385 David Hardy	1,821 James Sherwood	1,549 Jesse Spencer	1,024 Peter McNamara
3,741 Dominic Facchini	2,363 Ashley Hamlin	1,817 Eric Peyton	1,540 Irma Gallardo	1,015 Justin Diaz
3,700 Landon Schlag	2,341 Blake Tomblin	1,812 Dana Velez	1,540 Jennifer Reed	1,015 Kiwanda Brown
3,696 Stella Roznovan	2,332 Brendan Bradfield	1,804 Mark Tusing	1,533 Aisha Babbitt	1,014 Catherine Day
3,675 Patricia Contreras	2,330 Timothy Brown	1,800 Aziz Farsakhi	1,531 Jacob Kieffer	1,011 Matthew Neish
3,624 Jenna Gula	2,319 Michael Raven	1,795 Jordan Hallman	1,527 Sean Shephard	1,004 Alyssa Libby
3,421 Alexander Johnston	2,302 Jennifer Montgomery	1,785 Nicholas Lazzaro	1,524 Julian Dickinson	999 James Ondishko
3,384 Bashar Jarkasy	2,290 Phi Phan	1,776 Aref Sayegh	1,520 Romie Murphy	999 Milovale Nauma
3,338 Kinga Filipiak	2,274 David Ramirez-Benitez	1,776 William Sukhenko	1,508 Deshawn Moore	998 George Shafiek
3,301 Calvin Irving	2,265 Dean Gushi	1,770 Ashley Gallegos	1,502 Joshua Lopez	998 Tiffany Voytenko
3,188 MatheW White	2,256 Stacy Blackmore	1,743 Henry Brown	1,501 Dustin Oetzman	995 James Harding
3,181 Rosemary Soto	2,246 Amber Fitzmartin	1,738 Jheanelle Hughes	1,487 Myaa Fallon	994 Nicholas Chuma
3,173 Jovanie Scarlett	2,237 Selina Maldonado	1,730 Jennifer Walker	1,487 Myaa Fallon	978 George Hardemion
3,100 Travis Vaughn	2,232 Janelle Dutra	1,726 Jason Burke	1,474 Turissa Keys	974 Richard Sparkman
3,073 Samisoni Koloa	2,208 Marie Laine	1,717 Teba Williams	1,474 Luis Galvan	973 Zachery Hawthorne
3,035 Shavorne Hudson	2,185 Elijah Brown	1,704 Awa Babou	1,470 Alain Abaya	971 Eric Thompson
3,019 Roger Rau	2,185 Gjon Ljuliduraj	1,698 Roy Stephens	1,459 William Thomas	968 Jonathan Giaco
3,014 Catherine Turner	2,184 Nadia Feleti	1,697 Brynna Davis	1,448 Candace Minor	968 Christopher Alvarez
3,013 Mariam Shahid	2,169 Leodany Martinez	1,672 Edwin Delgado	1,428 Joy Vann-Austin	958 Albert Huff
3,003 Manuel Diaz	2,163 Ashley Hutson	1,670 Braxton Amy	1,426 Steven Dell	957 Jamie Smalley
2,996 Cynthia Fuller	2,160 Michael Hubbs	1,668 Joseph Kleeb	1,415 Jesus Romero	957 Danita George
2,907 Shannon Elleby	2,141 Michael McGoon	1,664 Claire Aaby	1,408 Muzit Berhe	953 Joseph Bell
2,875 John Santosuosso	2,126 Jordan Kness	1,661 Brent Bowling	1,400 Dylan White	952 Leonardo Perez
2,874 Shonda Lewis	2,106 Tiffany Beadnell	1,658 Matthew Sutton	1,396 Nelson Desmond	949 Teah Bliven
2,824 Alex Loosli	2,103 Hunter Francis	1,653 Hunter Welty	1,395 Margaret Lupercio	935 Darez Meriwether
2,811 Jessie Holland	2,090 Cara Donaldson	1,643 Rahmatullah Romal	1,395 Tyler Honeyford	928 Alexis Gomez
2,800 Dylan Johnson	2,081 Corey Lumley	1,643 Rahmatullah Romal	1,391 Richard Gedraitis	928 Elhanan Sing
2,762 Anthony Almeida	2,080 John Vacca	1,639 Robert Adrahtas	1,368 Joshua Jahnish-Maltese	915 Julia Loboda
2,743 Phillip Waisman	2,073 Daniel Li	1,625 Alexander McGaw	1,341 Ethan Dewyer	909 Brittany Ketner
2,738 Timothy Wilson	2,051 Shawn Mishra	1,616 Anne Doede	1,339 Raymond Baham	900 Cody Gardner
2,721 Delroy Phang	2,031 Shawn Kelley	1,615 Carey Hartman	1,338 Jacob Merrill	897 Mickey Adkins
2,688 Jeffrey Espinal	2,016 Brock Emery	1,603 Darian Hester	1,337 Sophie Maes	896 Allen Landeen
2,654 Heriberto Chavez	1,996 Veronica Coval	1,602 Rebecca Mehlinger	1,078 Taurean Flournoy	888 Mahdi Wade
2,631 Marissa Ellis	1,989 Debra Kallas	1,602 Phillip Taylor	1,066 Anastasia Martens	880 Tyler Green
			1,066 Eyad Awdi	879 Colette Valrie

SA/GA DIRECT CODE FIELD TRAINING BONUS - CONTINUED

\$ 877 Jennifer Dettmann	\$ 809 Jessica Daniels	\$ 745 Deiron Williams	\$ 677 Preston Lewis	\$ 625 Zlata Titova	\$ 583 Justin Scrogam
876 Erna Gasanin	807 Shane Valentine	744 Evelyn Juarez	672 Scott Hanna	623 Cristian Alaimo	578 Derya Ekren
873 Betsy Adney	798 Kamal Tayyib	736 Alicia Wear	663 Azar Afnan	616 Matthew Roebke	578 Christopher Credle
870 Elisha Jordan	794 Kevin Kennedy	735 Matthew Russell	659 Vishnudev Rao	606 Tomarus Burks	578 Evan VanErp
867 Max Schober	794 Marianne Rafeedie	733 Dominick Williams	659 Sergio Joaquin Haro	602 Elizabeth Miller	577 Lindsey Dettwiller
867 Walter Binger	794 Delvin Lanier	730 Letitia Curry	657 Mary Franklin	602 Tristan Dlabik	572 Kimberly Quinn
865 Shjondel Curtis	784 Daniel Ulloa Arciniegas	713 Sanyo Galloway	656 Jammal Coleman	601 Maurice Coleman	571 Alifonzo Garcia, Jr
861 Shauna Hannemann	781 Chelsea D Smith	713 Steven Phillips	654 Danielle Williams	601 Daniel Schwartz	567 Anthony Sava
857 Russell Jackman	777 Jesus Leyva	712 Nathaniel Newberry	650 Colleen Simental	600 Venus Grier	565 Charles Craggett
856 Johnee Whalen	774 Eleanor Powell	710 Joseph Massucci	650 Chelsea Dale	599 Ryan Marrero	564 Joshua Yurinko
856 Tanya Sutton	771 Carole Idolphine	705 Anthony Dallas	640 Deborah Mitchell	598 Christian Herrera	551 Erin Gonzalez
844 Maxon Elozier	769 Tammy McMullen	700 Stephen Foeri	639 Sylvain Kalombo	596 Andrew Casprowitz	548 Asad Ahmed
844 Kristopher Fisher	766 Barney Browner	699 Laurekins Pardovani	638 Daniel Foore	595 Eduardo Bonilla	543 Hala Herbali
828 Stephan Abrecht	765 Jason Pavunkovic	694 Christian Gojcaj	632 Delroy Nichols	595 Tisha Joyner	542 Carl Rice
824 Tyler Dahlin	762 Hilary Arsenault	693 Janine Watkins	631 Jeffrey A Smith	595 Dina Boghdady	537 Orby Kelley
823 Michael Joseph	761 Michael Kruse	691 Joseph Grider	629 Joshua Bacchus	592 Serena Joseph	531 Andrea Petty
816 John Nieves	754 Adam Klinkner	686 Marissa Ault	628 Everett Farr	589 David Mikolai	528 Daniel Charron
809 Adam Kidikas	747 Eric Rodriguez	680 Liam Flaherty	625 Drew Wilkins	586 Rani Simpson	501 Mayara Negrin Alba

REINSTATEMENT BONUS

1



\$4,394
Don Foti

2



\$2,433
Surace-Smith

3



\$2,284
Simon Arias

4



\$1,943
Surace-Smith

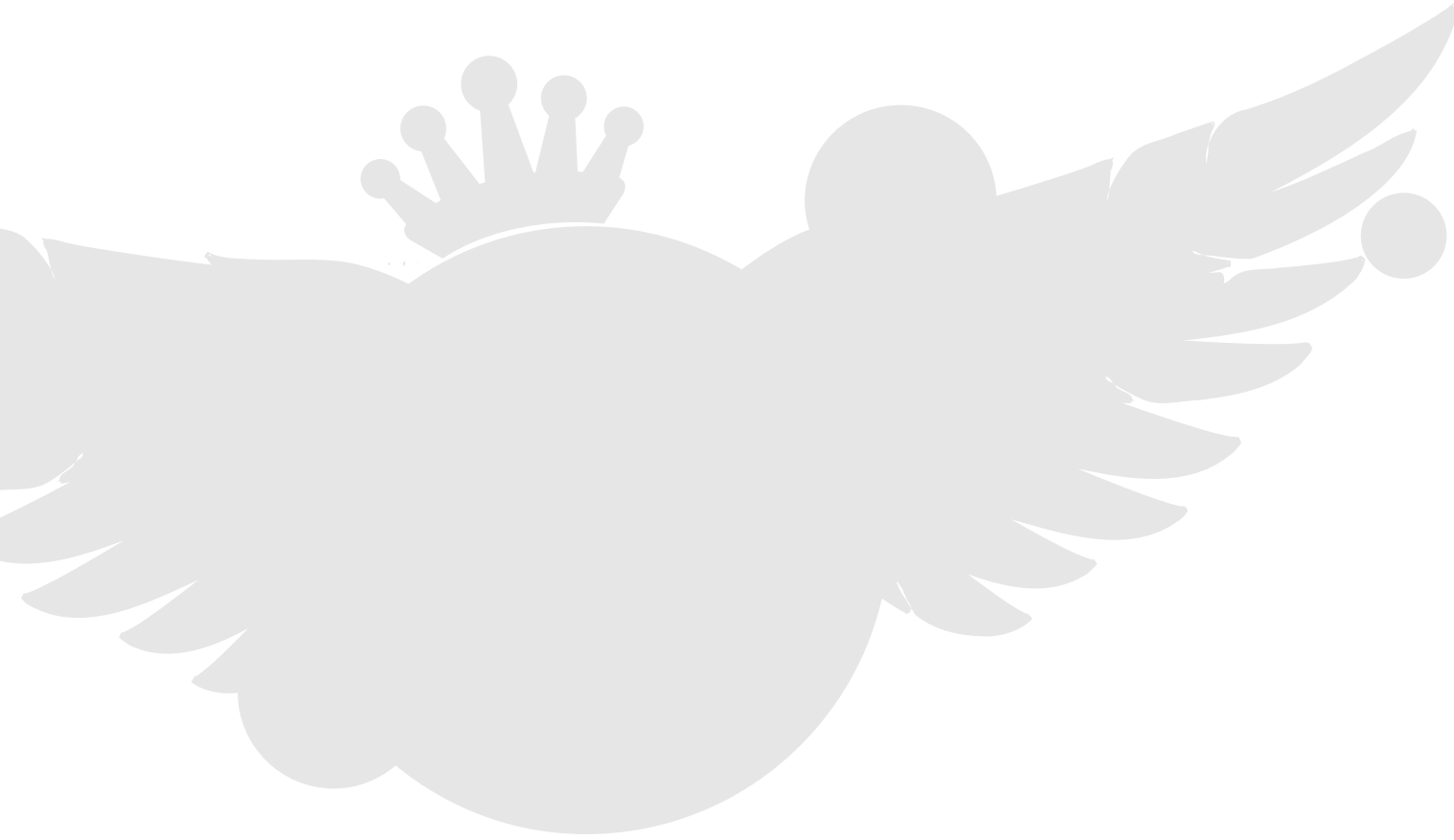
5



\$1,804
Giglione-Ackerman

JUNE BONUS LEADERS | PAYOUT: **\$54,312** | QUALIFIERS: **168**

\$ 4,394 Sami Mogannam	\$ 1,455 Djenabou Diallo	\$ 1,082 Denise Ley	\$ 730 Nabil Spahi	\$ 622 Sergio Medina	\$ 531 Nicholas Gasparro
2,433 Bradley Weigand	1,316 Joseph B Smith	949 Glyn Hurst	695 Kinga Filipiak	604 Nicholas Urso	522 Beth Wilson
2,284 Joseph Faisant	1,281 Maurice Baritz	940 Andrea Yee	679 Dinah Cawthorne	600 Christiana Bouligny	521 Michael Battaglio
1,943 Mitchell Look	1,264 Bryan Czajkowski	909 Herivelto Pereira	657 Lidia Meglei	592 Armando Aiello	518 Cashona Lavergne
1,804 Adam Wolcott	1,195 Wislaine Laurent	825 Dason Phaul	632 Tanya Sutton	546 Brandon Teter	504 Janae Snow



5 BONUS TOTAL: **\$4,304,405**

WORLD'S GREATEST \$2,074,340	LEADERSHIP \$1,254,348	RGA LEADERSHIP \$255,669	SA/GA TRAINING \$665,736	REINSTATEMENT \$54,312
-----------------------------------------------	-----------------------------------------	-------------------------------------------	-------------------------------------------	-----------------------------------------

FOUNDERS CLUB

June Qualifiers—
Outstanding Producers:



Michael van Delft

Satti-Kanaan
14 Qualifications
\$115,570 Net ALP
92.4 RET



Aaron Chen

Altig-Orlovic
1 Qualification
\$70,868 Net ALP
96.1 RET



Jonni Ng

Altig-Orlovic
2 Qualifications
\$64,889 Net ALP
79.5 RET



Collins Appiah

Theodore Pappas
1 Qualification
\$59,140 Net ALP
80.8 RET



Richard Sidoti

Altig-Orlovic
1 Qualification
\$67,471 Net ALP
79.1 RET



Daniel Perkins

Altig-Orlovic
1 Qualification
\$57,660 Net ALP
81 RET



Landon Schlag

Richard Correa
1 Qualification
\$56,883 Net ALP
80.5 RET



OUR CHAMPIONSHIP YEAR



David Zophin

President
AIL/NILICO Agency Divisions

DON'T QUIT. SUFFER NOW AND LIVE THE REST OF YOUR LIFE AS A CHAMPION. — MUHAMMAD ALI

AIL'S 2018 CONVENTION IS OVER and so is the first half of 2018. While we are proud of what we have accomplished so far, our challenge now is to position ourselves for the rest of the year to make sure 2018, the year of Here We Come, is our best year yet.

We all need to work toward a common goal of great success for this company that's given all of us so much. And making sure we're not just working to make this a notable year, but fighting to see how far we can push ourselves past the limits of our own comfort zones and give this career everything we've got.

None of us got where we are without fighting for this career. So, how do we maintain the laser-like focus needed to fight at the very best level we are capable of for the rest of the year?

There are twelve 3-minute rounds in a boxing match. Twelve rounds, or 12 months, add up to our match for 2018. How well we perform over those 12 months determines if we win our match or not. We are our own opponent. The challenge is to be and do the best we can; not giving in to or settling for an adequate or subpar performance. It's not drawing a line in the sand of what we are willing or not willing to do. It's not getting complacent or comfortable. That takes hard work, sacrifice, and sometimes pain. The pain is temporary. It's only permanent if you quit.

In boxing, some rounds you'll win, and some you won't. It is rare to have a TKO. Much more often, the winner is decided based on how many rounds each boxer has won. While winning every month might not be realistic, shoot for winning most of them. With six months (six rounds) in, are you on a good course for the rest of 2018? Are you on pace to accomplish the goals you set for yourself at the beginning of the year?

If so, you've found the right rhythm; keep on doing what you're doing ... or maybe even more of it, to exceed your goals. But if you haven't been winning your rounds, what adjustments/corrections do you need to make? What do you need to do more of? Once you have those answers, get back to the right rhythm.

Sometimes, in order to do that, we need to go back to the basics. There's nothing wrong with that. We all need reminders sometimes to help us get back on course. When we lose focus, we need to center in on the process. Sometimes the process doesn't flow smoothly. Sometimes things get difficult and we get bogged down. What matters is how we choose to navigate those obstacles.

I won't lie: some days, you really do feel like you're taking a beating. But the work we do now makes for a way better tomorrow. It gives us the opportunity to give ourselves and our families a comfortable and prosperous life. It gives us the opportunity to help more of our customers who desperately need it. And it gives us the opportunity to give so many people a shot at a better life for themselves through Opportunity Unlimited! Working a little harder now is you paying forward to yourself.

Most of you have probably seen at least one of the Rocky movies. No one knows how to get up and keep swinging like Rocky Balboa, who says, "The world ain't all sunshine and rainbows." No, it ain't. But what matters is how hard we're willing to fight back. Life can throw us some pretty nasty blows and knock us off our feet. But we get back up, gather our strength and start throwing back the tougher punches!

The match of 2018 is far from over, so let's win this fight together! 🥊

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award. Congratulations on your achievements!



Garrett Kun

Pappas-Quadri
Contracted 12/21/05
Qualified 6/30/18
\$1,001,770 Net ALP

DIRECTORS OF THE MONTH

Sales Directors of the Month



Murray Horowitz

Murray met 120.83% of Objective during June 2018.



Renee Jeffries

Renee had 37.53% growth over June 2017.



AMERICAN INCOME LIFE
 NATIONAL INCOME LIFE
 insurance companies



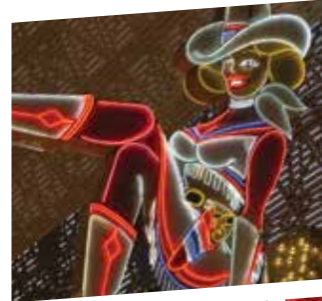
FIRST-CLASS MAIL
 PRESORTED
 U.S. POSTAGE
PAID
 AMERICAN INCOME
 LIFE 76710
 PERMIT 3121

www.aillife.com Protecting Working Families

1200 Wooded Acres Drive
 Waco, TX 76710



2019 CONVENTION LAS VEGAS



CAESARS PALACE MAY 8-11, 2019

VIEW FULL QUALIFICATIONS ONLINE: aillife.com/arc/spotlight.aspx & nilife.com/arc/spotlight.aspx

